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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXII.

CHICAGO, ILLINOIS, JUNE 15, 1904.

No. 12.

ONE DOLLAR PER ANNUM,
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THE WILLIAMS Automatic Bagging and Weighing Machine



Is a perfect device for rapidly filling and weighing sacks of all kinds of grain, flour, salt, lime, cement etc. Its essential features are

Accuracy and Rapidity

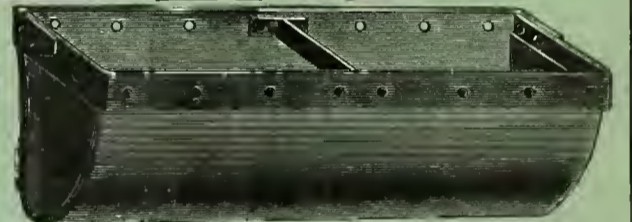
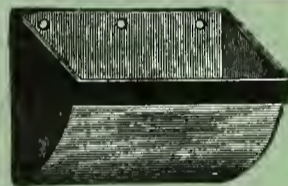
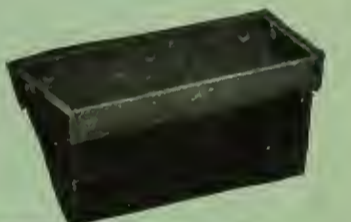
The scales are in pairs, there being two scales in one frame, operated by one man, who removes the full bag while the empty bag is automatically filled and weighed. After the weighing has taken place the sack MUST balance a standard weight. By the arrangement of two scales in one frame the flow of grain is not stopped but is continuous and no time is lost opening and closing chutes. The scales can be operated as rapidly as the filled bags can be replaced by empty ones. We want you to investigate this machine. It is the most perfect one of its kind ever offered to the grain trade. For particulars, prices, etc., address

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Tel. Harrison 1925-2189

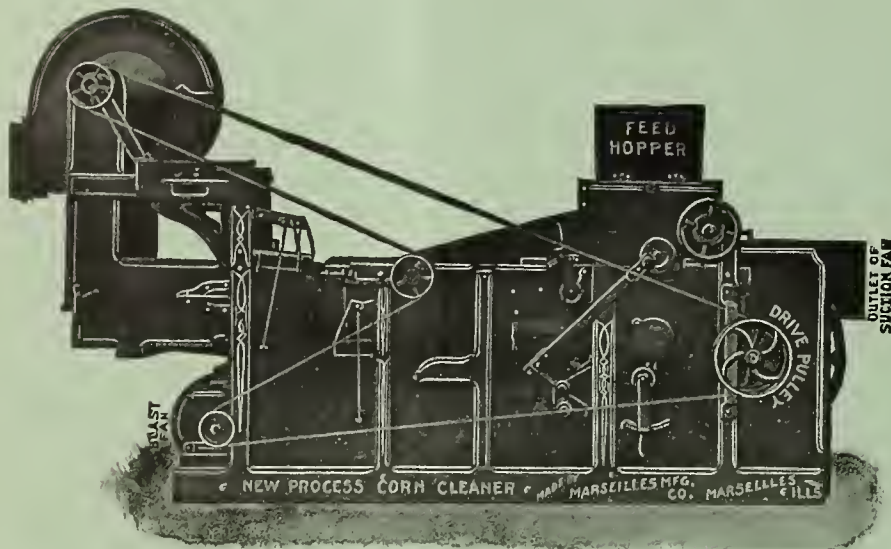
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It tells all about the best and most complete line of Corn Shelling Machinery manufactured. We make Shellers and Cleaners as separate machines. Also a complete line of

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for shelling both husked and unhusked corn.



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The New Process Combined Shuck Sheller and Cleaner is the only machine that can be fitted for either husked corn of Northern States or the unhusked corn of Southern States.

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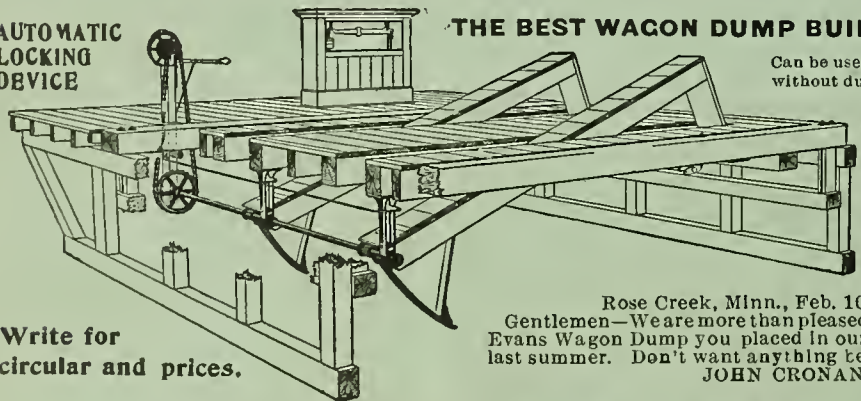
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AUTOMATIC LOCKING DEVICE



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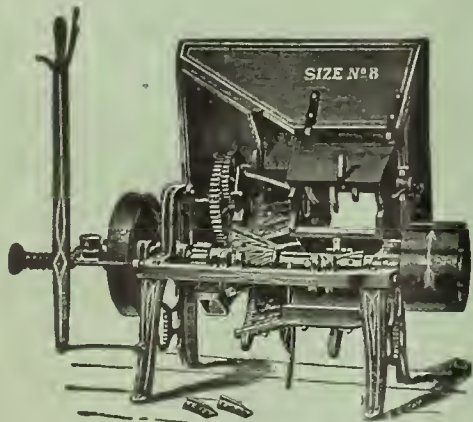
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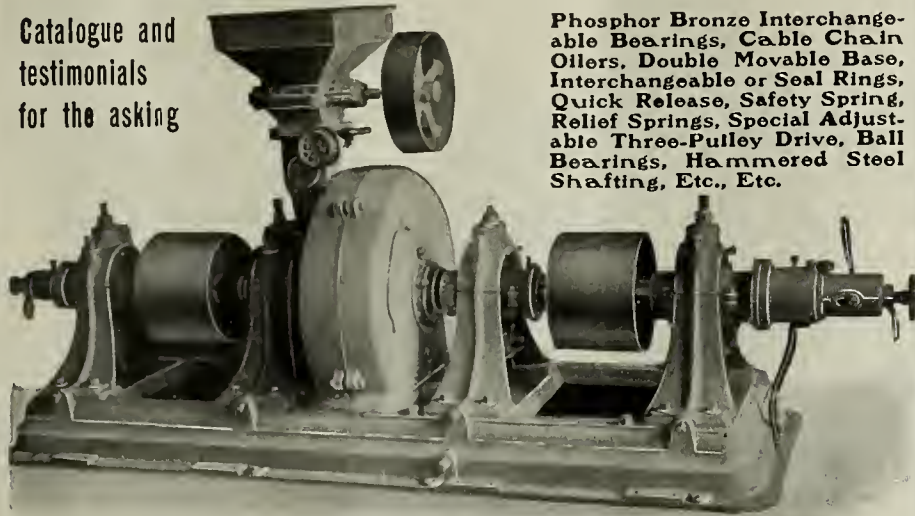
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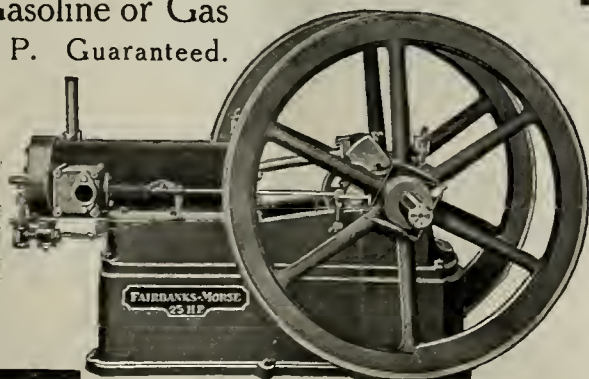
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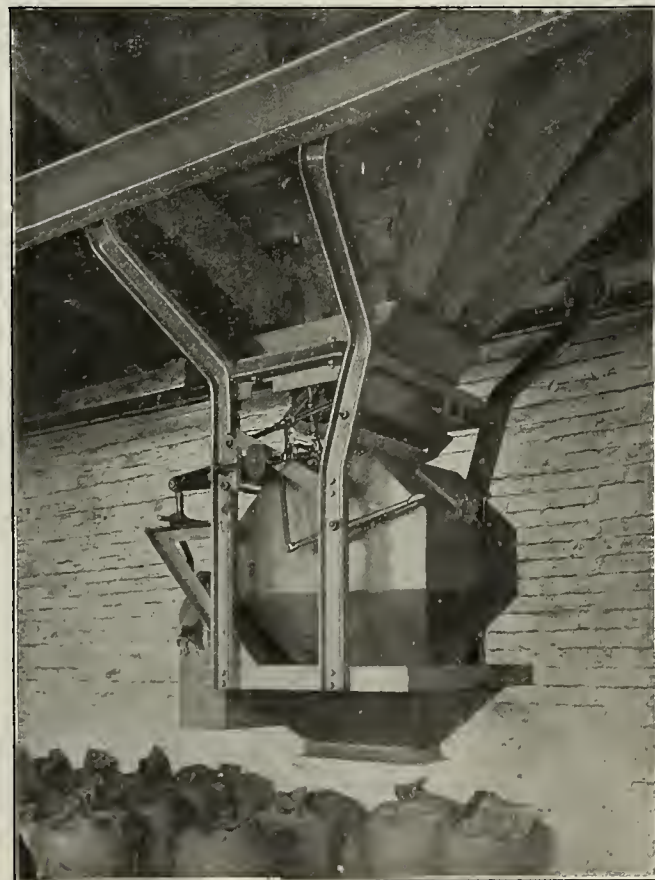
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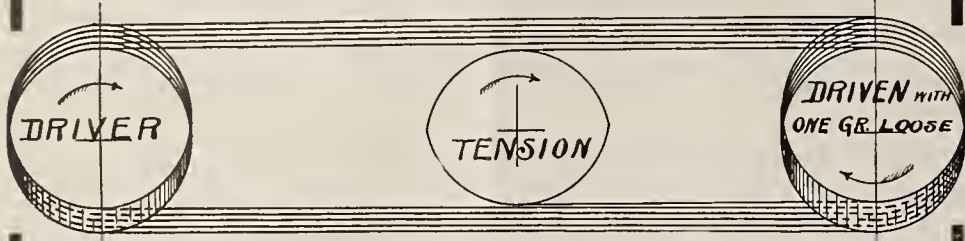
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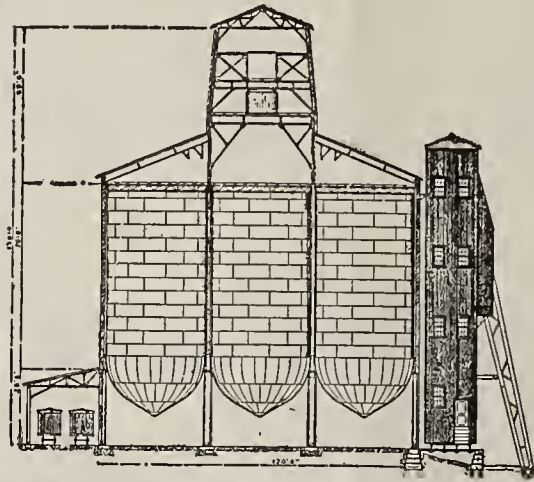
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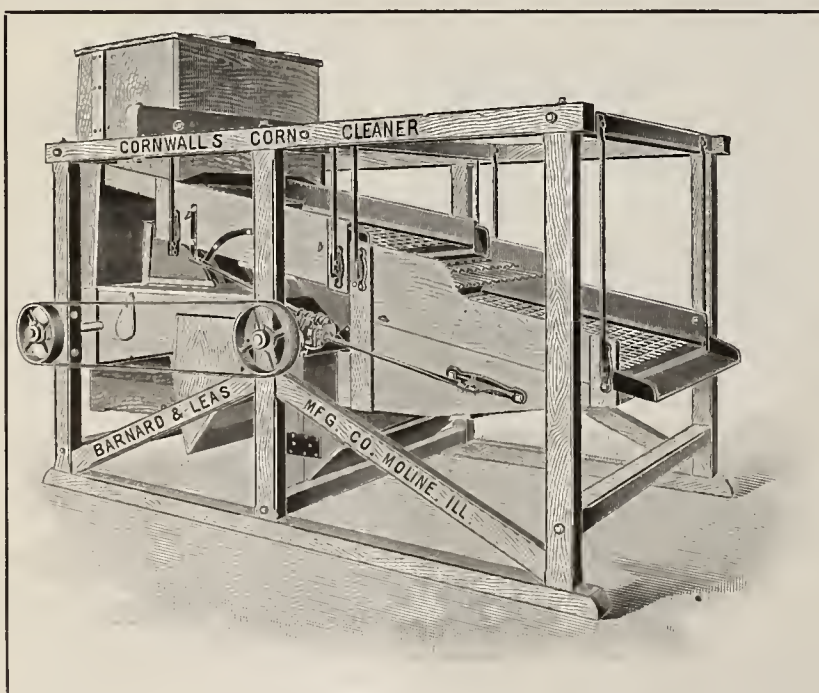
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Improves Your Grades



This must be done if you want to get the best results from your house.

For this purpose the Cornwall Corn Cleaner has no equal.











It has valuable features possessed by no other cleaner. Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

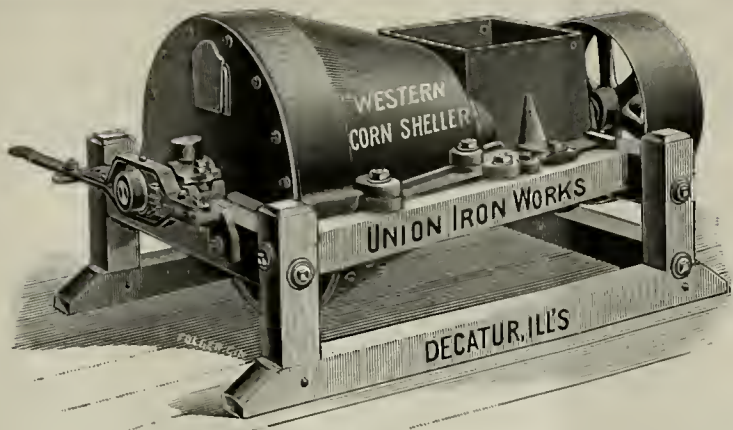
This feature, together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

We also make other Cleaners and a full line of Shellers, while we furnish everything in the elevator line.

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Are You Remodeling Your Old One?

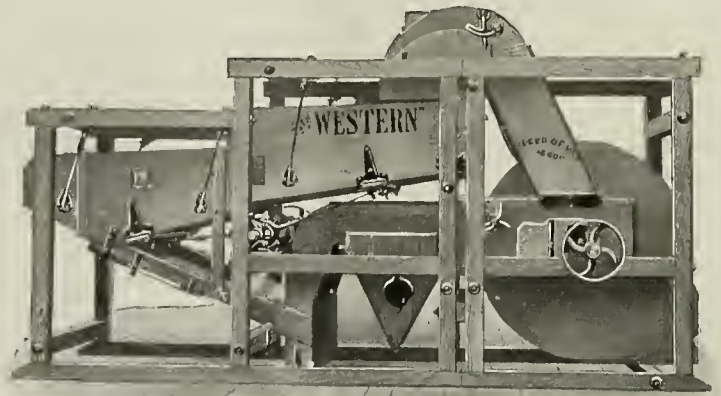
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Plans furnished
upon application

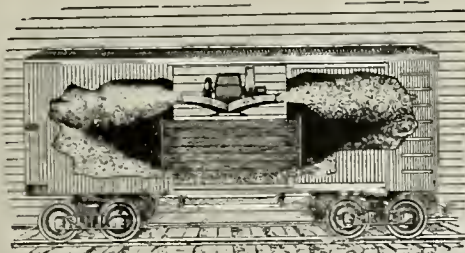
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DECATUR, ILL.



"Western" Shaker Cleaner

The Boss Car Loader



which is shown in the accompanying cut, is without doubt the best car loader on the market.

For particulars, write to

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Our Grain Warehouse Elevators—

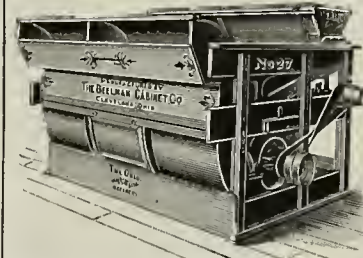


passenger and freight—were in great demand last year, and they made lots of friends. They are **money savers**; take very little space; are handy; and are cheaper than any other means of transit.

Install one in your new Grain Elevator

We have lately issued a new catalogue of elevators for heavy service. If you are interested, write us. We can save you money.
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SIDNEY, OHIO

THE "OHIO" GRAIN AND SEED CLEANER.



Will clean any Seed or Grain that grows. Larger Capacity, Less Power Required than any other Cleaner Made. Get Our Catalog of Hand and Power Machines.

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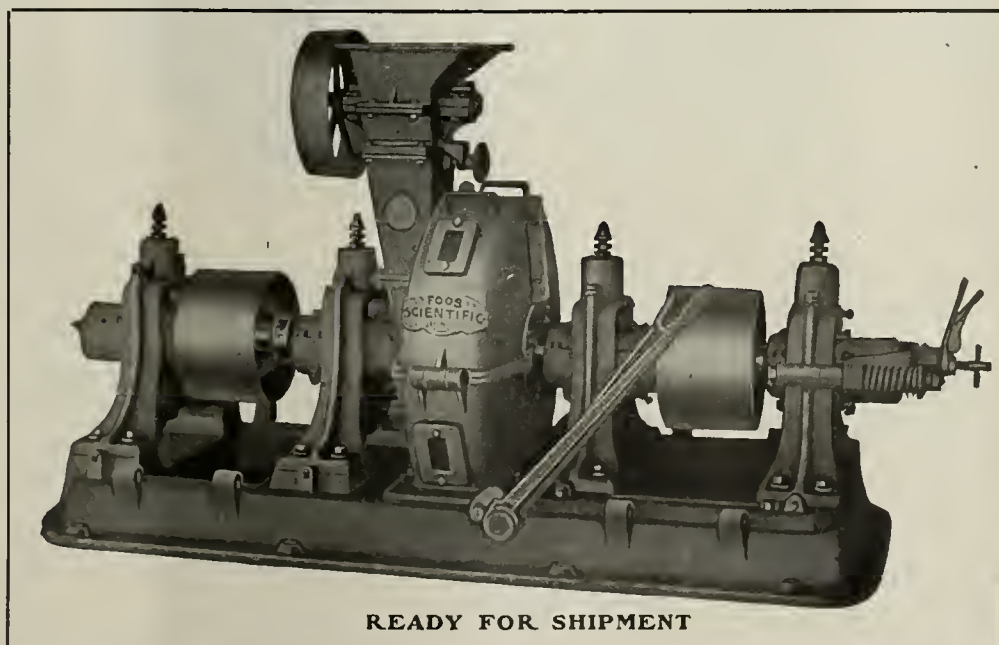
The SCIENTIFIC ATTRITION MILL

Is acknowledged by all the large cereal mills to be the standard

It will grind Screenings, Bran, Corn and all Grain fit for every market.

Costs little to run and easily maintained.

Made in four sizes, 10 to 50 horse power.



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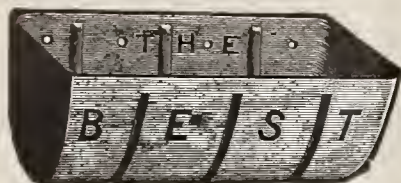
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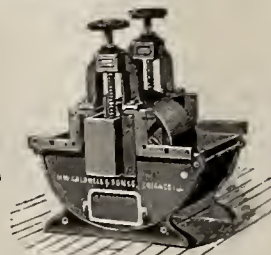
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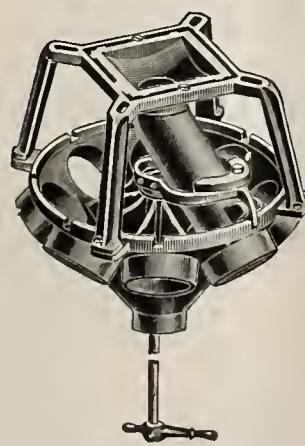
It had admitted assets, January 1, 1903, of \$3,380,676.56, and a net cash surplus over all liabilities of \$466,594.95. Losses paid, \$3,939,221.28.

The same conservative management which has directed the Company's affairs all through its prosperous existence will be continued.

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NON-MIXING.

Our Distributor has so many genuinely economical features "built into it" in the interest of the elevator owner that it really has no competitor. It signals operator "bin full" or "spout clogged"—prevents chokes—requires less cupola room—less spouting—saves labor and trouble—lasts forever.

That you may demonstrate its superiority on your own premises, it will be

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Insures Mills, Elevators, Warehouses and Contents.

Oldest Flour Mill Mutual in America
SAVED TO MEMBERS
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A GRAIN SPOUT

That will load cars without shoveling. It is worth its weight in gold. It will save you in labor all it cost in less than a month.

Send for Prices to



H. SANDMEYER & CO.,
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The progressive, thoughtful, wide-awake grain dealer places insurance with the Grain Dealers Insurance Co., because it insures grain dealers' property only and saves him money.

A proposition worthy your consideration will be submitted by sending the dates your present insurance expires.

Write at once to the

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY

INDIANAPOLIS, - INDIANA
C. A. McCOTTER, Secretary



Read What Users of Our Latest Type
of Elevator Separators Have
to Say of Them:



Kansas City, Mo., May 14, 1904.

THE S. HOWES CO., Silver Creek, N. Y.

GENTLEMEN :

We have had your two No. 184 "Eureka" Two-Fan, Two-Shoe, Counterbalanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counterbalancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the cleaners and clippers for our new Harlem elevator.

Yours very truly,

HARROUN ELEVATOR COMPANY,
(Signed) Per A. M. Harroun.

THE S. HOWES COMPANY

"EUREKA" WORKS - - - - Silver Creek, N. Y.

ESTABLISHED 1856



CHICAGO OFFICE: 202 Traders' Building,
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SOUTHWESTERN REPRESENTATIVE: J. N. Heater,
care Savoy Hotel, Kansas City, Mo.



June Clippings

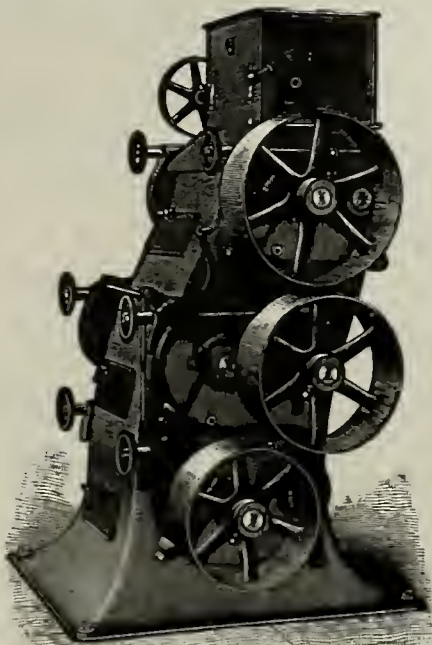
...from last year, and
is normal in condition. Weather has been poor for
corn; too cool for prompt germination and early
growth. Considerable complaints of defective
stands from inferior seed are received. Acreage

The Ohio crop report, as wired here C. A. King & Co. of Toledo, made the condition of winter wheat 64, as against 53 a month ago and 89 a year ago. It said that considering the acreage plowed up the wheat prospect was the poorest in ten years except 1900. Corn very irregular, due to cold, wet weather. Much rotting and some re-planting.

Fears of a wet harvest turned a weak and slow early market into a strong, active and higher one later. There was persistent buying of an influential sort that start-

The Modern Miller says: "Heavy rains have created fear of floods and especially in the West, where the rainfall has been very heavy. Complaints are received that the wheat harvest in Texas is interfered with, and that the crop is being damaged in Oklahoma and Kansas by the continued rains. Otherwise crop conditions are maintained, though the prospects for the Ohio Valley are for a yield not to exceed half an average crop."

*If you have a
Hess Grain Drier,
the loss by wet harvests and
immature crops means
a big profit to you.
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CUSTOM WORK!

UTILIZE YOUR POWER
BY OPERATING A GOOD MILL FOR GRINDING

**...FEED AND MEAL...
IT PAYS**

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THREE-ROLL, TWO-BREAK MILLS, 2 Sizes.
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TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

PORTABLE FRENCH BUHR MILLS,
85 Sizes and Styles.

SEND FOR BOOK ON MILLS.



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UNDER RUNNERS,
UPPER RUNNERS,
PULLEY AND GEAR DRIVES.

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ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

DUST COLLECTORS (Tubular, Automatic).

CUPS. We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity than others of same rated size; for instance, our 3½x3 inch, list price 9c., has as much capacity as others 3½x3½ inch, list price 10c. Our prices are right.

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NORDYKE & MARMON CO., INDIANAPOLIS, INDIANA, U. S. A.

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.

Perfection Grain Drier

**PRINCIPLE RIGHT!
WORK RIGHT!
PRICE RIGHT!**

Corn and other Grain Dried and Conditioned

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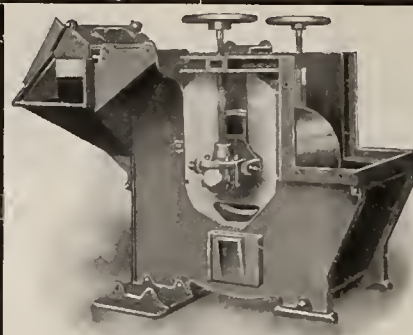
ROSS & ROSS,
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Perfection Grain Drier Co.

(Not Incorporated)

905, 303 Dearborn Street
CHICAGO, ILL.



POWER MONEY!

If you can lift **TWICE** as much grain with our improved devices as you are now elevating with your present facilities, at the same cost, are you not losing that much money each day just as surely as if you burned it?

If, in addition, you can do this same work with one-tenth the care, trouble and labor, at the same time making your elevator immune against fire from chokes, is it "good business" for you to "plug" along in the same old rut?

Actual results in the hands of users make our claims such a certainty that our

16-inch pulley—16-inch face.
NON-CHOKING.

NON-CHOKABLE BOOT
IS SENT ON TRIAL.

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506
First Nat. Bank Bldg.
OMAHA, NEB.

"THE IDEAL ELEVATOR BELT."

For Elevating, Conveying and
Power-Transmitting



LEVIATHAN BELTING

Gives the best results. Holds buckets firmly and securely, and resists heaviest strains. Will do 50% more work than the best rubber belt, and will outlast three of the same. Its record for nineteen years handling grain, stone, sand, ore, coal and clay substantiates our claim. Belts warranted uniform throughout. Made of any width up to 100 inches, and any length up to one mile.

MAIN BELTING COMPANY, 1219-1241 Carpenter St., Philadelphia.
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SEND FOR PRICE LISTS AND SAMPLE.

BE NOT AFRAID

The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people *all of the time.*" This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "**The Standard,**" the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid.**

OUR GUARANTEE IS GOOD

The Standard Scale & Supply Co., Ltd.
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Quality Higher than Price ***** Not in Any Trust or Combine

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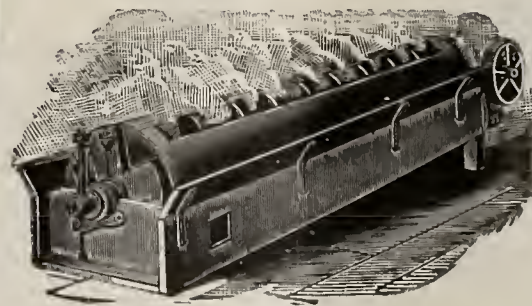
Furnishes Standard Goods at Right Prices.

GRAIN ELEVATOR MACHINERY AND MILL SUPPLIES

Power Transmission, Gas Engines, Steam Engines
and Boilers.

ESTIMATES FURNISHED.

WHY NOT USE THE ORIGINAL CUTLER STEAM DRYER,



Which is also a successful

Wheat Heater or Temperer
or Dryer for Washed
Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry
Malster's, Brewer's and Distiller's Wet Grain.

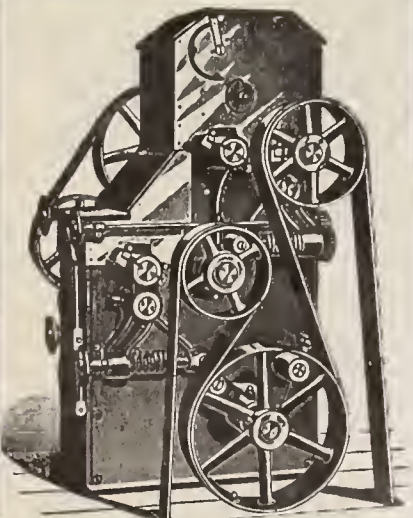
Not an Experiment. In successful use 25 years drying
CORN MEAL AND HOMINY,
BREWERS' GRITS AND MEAL,

BUCKWHEAT, RICE AND
ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double
the capacity of any other Dryer sold for same price.

THE CUTLER CO., North Wilbraham, Mass.



TAKING NO CHANCES!

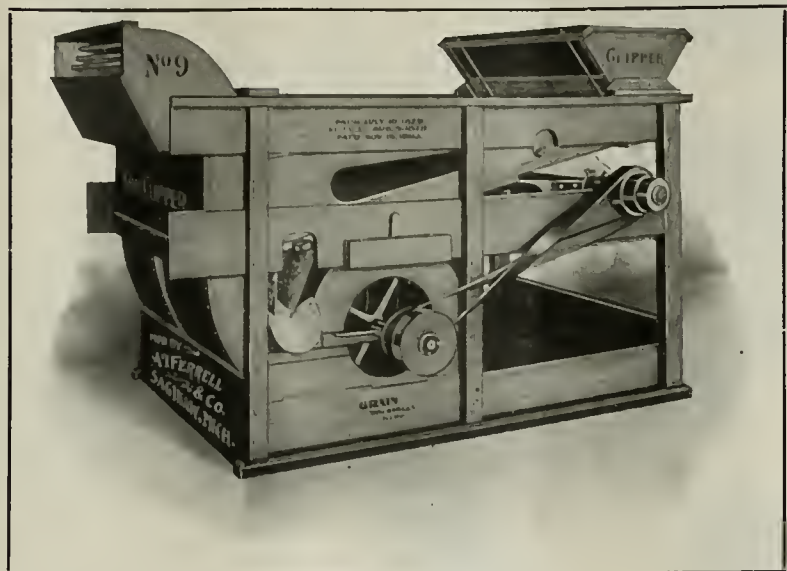
When you send your rolls for corrugation to those of whom you know little or nothing you're taking needless chances—both on quality of work and the time you're going to get 'em back. And you can get the best work that human skill can turn out by one of the oldest, best-known firms in the Northwest. Our new No. 19 corrugation for break rolls gives you a greater percentage of middlings than any other. See how quickly you'll get your rolls back.

AGENTS

Invincible Grain Cleaning Machinery

STRONG & NORTHWAY MFG. CO.
MINNEAPOLIS, MINN.

THE "CLIPPER" CLEANERS



stand without an equal for the economical and successful cleaning of all kinds of grain, flax, timothy, clover and all seeds and grains, including corn. The fine separations of our machines have not yet been equaled by any other cleaner.

Our Cleaners are quickly and easily installed and simple to operate. We do not have to send an expensive mechanic to set up and start them running and add his bill to the price of the machine.

The "CLIPPER" is used in thousands of local elevators all over the country. There is no other cleaner of medium price and good capacity that is so well adapted to this class of work.

Our Cleaners require but one-fourth the power of a suction cleaner of equal capacity and will do a far greater variety of work.

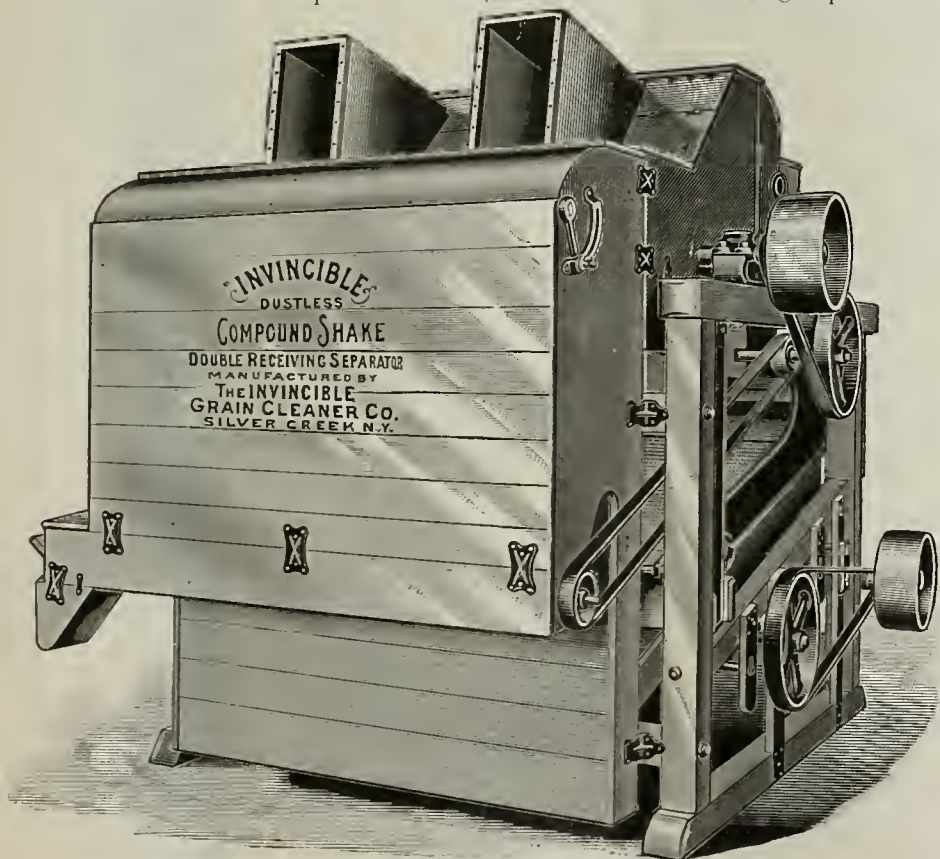
We have the only successful combination cleaner on the market, and we guarantee satisfaction.

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A. T. FERRELL & CO. - Saginaw, Mich.

GET THE BEST Gold Dollars

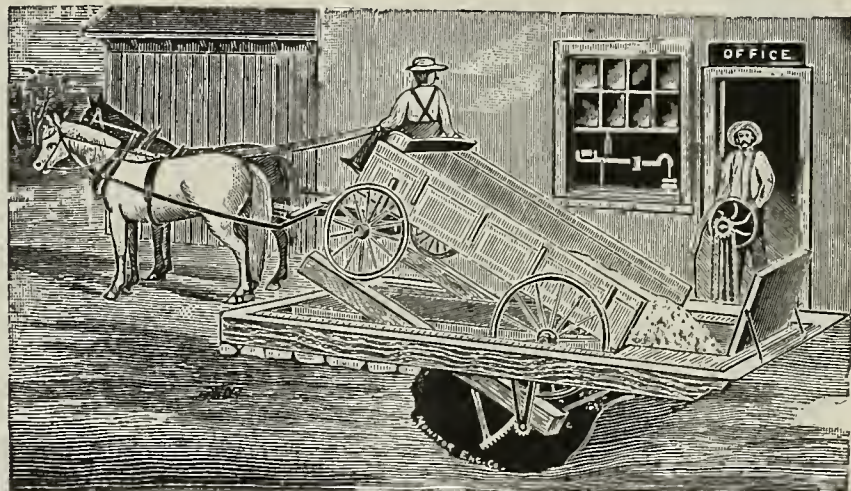
The INVINCIBLE Compound shake HIGH-GRADE Separators.
No shake, no tremble, run perfectly steady. Can be placed anywhere in the elevator.
The INVINCIBLE Compound shake high-grade Double Receiving Separator.



INVINCIBLE GRAIN CLEANER COMPANY
SILVER CREEK, N. Y., U. S. A.

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At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1899.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,
M. C. WOODWORTH.

MANUFACTURED ONLY BY

THE SAVAGE & LOVE CO., Rockford, Ill.

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.



The Victory

IN THE ELEVATOR AND GRAIN TRADE

belongs to the producer of the cleanest grain. The reliable way of securing the maximum of cleanliness in your output is by using the **Monitor Grain-Cleaning Machinery**, as is testified to by over 25,000 Monitor users in the country.

Monitor machines produce far the best results, working finer, closer, evener and cleaning thoroughly, yet never breaking a single grain. They have the best screen and air separations.

We would be pleased to refer you to some elevators and warehouses in your territory which are accessible, where you can see Monitor machinery at work and judge for yourself of its wonderful efficiency. Examine other machines, but place no order until you have investigated the merits of the Monitor line, which includes Monitor Warehouse and Elevator Separators, Smutters and Flax Cleaners, Oat Clippers, Seed Cleaners and kindred elevator machinery. We build all types of single and compound shaking separators and will gladly furnish estimates on any class of machine to be made to order from specifications. All Monitors are fully guaranteed and sold subject to a 30 days' trial.

When at the World's Fair at St. Louis don't fail to see the Monitor Exhibit of grain-cleaning machinery in the Agricultural Building, Block 107.

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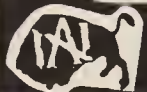
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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXI.

CHICAGO, ILLINOIS, JUNE 15, 1904.

No. 12.

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SINGLE COPY, TEN CENTS.

THE MILWAUKEE CONVENTION.

The program of the Grain Dealers' National Association to be held at Milwaukee on July 22, 23 and 24 was published in these columns in the May number. To the agenda there enumerated there are two important additions, to wit:

A "Legal Opinion on the Responsibility of Railroads for Shipments of Grain Delayed in Transit," to be read by Secretary Stibbens, at the Thursday morning session, June 23; and

A "Report of the Executive Committee of the Interstate Commerce Law Convention on the Progress of Legislation Giving Greater Effectiveness to the Interstate Commerce Law," by E. P. Bacon of Milwaukee, chairman of said committee.

There is no material change in the plan of entertainment by Milwaukee as stated in the May number. On Thursday evening, June 23, there will be a promenade concert at the Chamber of Commerce, which, for the occasion, will be illuminated with festoons of electric lights on the Michigan Street and Broadway sides. The Lyric Glee Club has been engaged for the concert in addition to Clauder's Band. There will also be vaudeville numbers on the program.

On the morning of Friday there will be a trolley ride for ladies and gentlemen to Whitefish Bay, with refreshments.

On the afternoon of Friday, June 24, an excursion will be given on the lake in car ferry "Pere Marquette 18," the flagship of the Pere Marquette Steamship Company's fleet. This will be the principal feature of the entertainment program. The Car Ferry Company has offered the use of the boat, and the executive committee of the Chamber of Commerce, in charge of the convention, has made elaborate preparations for the afternoon.

For these functions special tickets will be issued to the delegates and visitors.

The program of entertainment for the ladies is more elaborate; for the men are expected to be in practically continuous session from Wednesday at 1:30 p. m. until Thursday at 4 or 5 o'clock, it being the purpose to finish up all business before the play begins. But the ladies having all this time on their hands are to be taken care of royally. On June 22 there will be a reception from 3 o'clock p. m. to 6 o'clock at the Plankinton House parlors, with light refreshments. The evening will be spent at the Exposition, while the men are in business session. On Thursday there will be a carriage ride from 10:30 a. m. to 1 o'clock p. m., concluding with dinner at the Pfister.



CITY HALL, MILWAUKEE.

Mrs. S. W. Tallmudge has been elected chairman of the ladies' entertainment committee, and Mrs. David S. Rose will act as honorary receiving lady at the reception. The special committee and the following well-known Milwaukee women will receive with her: Mes. S. G. Courteen, E. C. Wall, G. W. Strohmeier, Robert Nunnemacher, J. P. Murphy, Oscar Mohr, Robert Krull, C. A. Chapin, O. Z. Bartlett, C. C. Rogers, E. P. Bacon, J. W. Bass, Patrick Cudahy, F. D. Hinckley, B. G. Ellsworth, Clark Fagg, J. W. P. Lombard and H. F. Franke. The special committee is constituted as follows: Mrs. S. W. Tallmudge, chairman; Mes. D. S. Rose, John Buerger, Frank Teegarden, A. K. Taylor, C. W. L. Kassuba, M. G. Rankin, C. R. Lull, J. A. Mander, J. H. Crittenden.

The preparations for the entertainment of the delegates and visitors are elaborate and promise to make this one of the most successful conventions the Association has ever held.

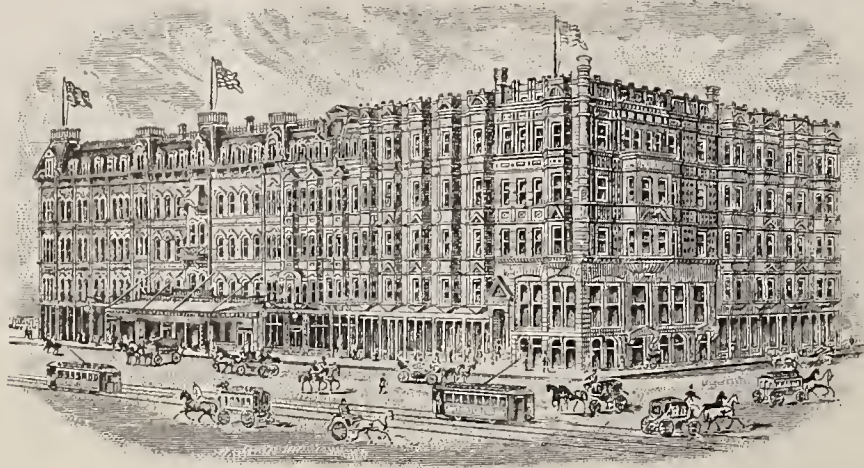
L. Bartlett & Son Co., one of the leading commission companies of Milwaukee, write us under date of June 1: "Milwaukee is making very thorough preparations for entertaining the National convention. The program includes a promenade concert with vaudeville at the Chamber of Commerce Building, a ride on the lake on one of our large car ferries, with all music and refreshments which usually go with those occasions. Our committee, of which the writer is a member, has made extensive preparations to entertain the visiting ladies, and we are trying to make this a feature of the occasion. Considerable money has been appropriated for this purpose. Milwaukee in June usually has the benefit of very fine weather, and we trust this year will be no exception. We are looking for a large crowd, and are well prepared to entertain them, and hope we will not be disappointed."

I. H. Lowry & Co. (in existence since 1864) say: "Regarding the coming Grain Dealers' National Association convention here and the advantages of Milwaukee as a convention city, we will say that we expect this to be the most successful and best attended of any grain meeting ever held. There has never been any convention held here, especially if held in the summer time with good weather, but the visitors have sounded the praises of Milwaukee, both as to her beauty and her advantages. Lake Michigan always furnishes a cool breeze during the hot nights, and this, together with the best hotels in the country, makes it very desirable. The electric lines carry one to all points of interest, and the beautiful homes, public buildings,

shaded streets, parks, summer resorts, etc., are all very beautiful and interesting. The members of the Chamber of Commerce are making great preparations, and will receive their friends with open arms and do everything they can to entertain the visitors. We look for a grand success."

E. P. Bacon & Co., another old and honored house of Milwaukee, say:

"Regarding the attractions offered to the mem-



PLANKINTON HOUSE, MILWAUKEE, CONVENTION HEADQUARTERS.

bers of the Grain Dealers' National Association in attending the convention to be held in Milwaukee, June 22-24, we might say, in the first place, that there is the opportunity to visit our fair city when it is at its best and when grain dealers have more leisure than during the season when grain is moving freely. Those who do not know how attractive Milwaukee is in summer, with its lake breezes and shaded streets, should come here and see. There are larger parks elsewhere, but no more beautiful one than Lake Park, at least not between San Diego and Paris.

"The members of the Chamber of Commerce have raised an ample fund for the entertainment of their visitors—the fund, like the Japanese loan, being oversubscribed—and special attention has been given to arrangements for the pleasure of the ladies who may accompany the delegates to the convention.

"Various committees have arranged for the comfort and pleasure of all who come, and among the attractions offered are a concert at the Exposition, a carriage drive, a trolley ride to Whitefish Bay, a promenade concert in the Chamber of Commerce with music by two of Milwaukee's famous musical organizations, Clauder's Orchestra and the Lyric Glee Club, a steamer ride on Lake Michigan, etc.

"The members of the Chamber of Commerce and the committee of arrangements have entered heartily into the preparations and they mean to give all their guests a thoroughly good time."

The following delegations have been appointed to attend the Grain Dealers' National Convention, at Milwaukee, from the various exchanges:

Chicago Board of Trade.—Walter Fitch, E. W. Wagner, Geo. E. Marcy, James Petit, Fredk. S. Martin, R. H. Donnelley, W. S. Crosby, I. P. Rumsey, Wm. N. Eckhardt, D. I. Van Ness, John R. Leonard.

Minneapolis Chamber of Commerce.—C. M. Harrington, John R. Marfield, John McCarthy, Geo. Duvigneaud, Thos. Taylor, Geo. M. Case, H. H. King, W. H. Wheeler, F. B. Wells, C. E. Wenzel, W. O. Timmerman.

National Board of Trade.—Geo. H. D. Johnson, Milwaukee; E. L. Rogers, Philadelphia.

National Hay Association.—Chas. S. Bash, Fort Wayne, Ind.; Chas. England, Baltimore; E. L. Rogers, Philadelphia; Albert Gale, Cincinnati; Geo. C. Warren, Saginaw, Mich.

New Orleans.—A. F. Leonhart, acting chairman Board of Trade grain committee; W. L. Richeson, chief grain inspector and weighmaster; Fred Muller, secretary Board of Trade; John C. Fears, superintendent I. C. elevators; W. T. Heim, superintendent Gould System elevators; E. V. Benjamin, H. W. Benedict and Henry B. Schreiber.

DULL AT PHILADELPHIA.

The Girard Point Storage Company, operating two elevators at Girard Point, Philadelphia, each of 2,000,000 bushels' storage capacity, have closed these houses, which, united, made one of the largest grain export stations on the Pennsylvania Railroad. On June 1, a few days after this step was taken, Gill & Fisher of Baltimore, exporters, closed

four-tenths of a cent for this port there ought to be better times. A great deal will also depend upon the outcome of the winter and spring wheat crops. The winter wheat crop, garnered in the South and Central West, is due in July; the spring wheat crop, which comes from the Northwest, notably Minnesota and Manitoba, is due in September and October, while the corn crop, grown in the Middle West, should be here in December. By the time these crops have matured conditions may have changed. The Northwestern carriers are shipping grain from Minnesota and Manitoba to Montreal and other Canadian ports at a lower rate than that charged by the roads entering Philadelphia, Baltimore and New York. The Northwestern roads made their first cut two years ago. Similar cuts have been made by roads carrying to the Gulf ports. The railroads here say that they have all the freight business they can handle. At present conditions at this port are worse than they have been for years. This port is unable to compete with the Canadian and Gulf ports as a result of the low rates of the western roads. The situation locally is certainly not all that could be desired."

It was thought by the roads that the lake masters' and pilots' strike would liven up business at Philadelphia, but it does not appear to have done so.

AN OMAHA CORNER.

The May delivery closed with a "row" on the Omaha Grain Exchange over the delivery of corn on contracts. A. B. Jaquith, who had cornered the market, it is thought in the interest of the Armour's, refused to accept the grain offered by

their branch at Philadelphia, leaving but one firm, Hancock & Co., engaged in the exporting trade in that city. This branch Gill & Fisher had maintained since 1880.

Gill & Fisher's representative told the Inquirer: "We are going out of business here simply because there is no grain business to be done at Philadelphia. For some time there has been



MITCHELL BUILDING, MILWAUKEE, WHERE MANY GRAIN DEALERS HAVE OFFICES.

no business at all, and for two years it has been impossible to conduct export grain trade through this port at a reasonable profit."

There are several reasons for this state of affairs. In the first place, the export of grain itself has declined during the past two years, and during that time, too, the trade has been diverted to the Gulf and Canadian ports.

"While the outlook for this port is not promising at present," said Secretary Saunders of the Commercial Exchange, "if the Interstate Commerce Commission decides to maintain the differential of

the Union Elevators in Council Bluffs, and secured an injunction from the District Court restraining the Exchange from forcing the grain (165,000 bushels) upon him, Mr. Jaquith claiming the corn to be below grade.

The Urdike Grain Company made a proposition to take all the corn offered during May, about 400,000 bushels, as No. 2, at the closing price in either St. Louis or Chicago, Mr. Jaquith to select which market, the buyers to absorb the storage charge, about ¾ cent, and deduct from the Chicago or St. Louis price the amount of the freight

to the market chosen, which would be for the former 3 cents a hundred and to the latter 4 cents, but the offer was refused by Mr. Jaquith, who bid up corn to 57 cents on May 31.

The order was subsequently modified so the Exchange could tender the grain, which was done, and Mr. Jaquith accepted it. He paid for about 175,000 bushels May 31, of which about 120,000 was from the Union elevator.

SUBSIDIZED SHIPPING.

While American shipbuilders are plying the Congressional Merchant Marine Commission with arguments for a recommendation to Congress of a shipping bounty to revive the American merchant marine, which went out of business because American money could find more profitable employment in other lines of business than the ocean carrying trade, it transpires that the new French subsidy law, which went into effect on January 1, 1904, puts French steamers on the market for the grain cargoes hitherto sought by the French sailers. French sailing vessels now in commission are still paid a bounty, but no new vessels except steamers will be permitted to share in this largess. But, as in the case of sailers, the subsidy granted to steamers is sufficient to enable them to steam around the world in ballast and still pay a profit, any cargo earnings they may pick up en route will be extra thick cream. As reports from Liverpool say that French steamer owners are now in the market for Pacific Coast grain cargoes, grain freights from that quarter to Europe are pretty certain to be low.

Two years ago the low record was made for steamers, Portland to Europe, at 25s (\$6 per ton) in a British ship, unsubsidized. The subsidized Frenchmen would tumble over themselves to get this rate, which barely let the Englishman home without loss. So far as now known, five ships have been chartered to carry the growing wheat



WHITE HEATH ELEVATOR AFTER THE CYCLONE.

at 25s to 26s 3d (\$6 to \$6.30). In 1902-3 season one of the French subsidized sailers took grain at 15s (\$3.60) from Portland, and while the average rate for the season (81 ships) was but 25s 3d (\$6.06), the high rate was 33s 9d (\$8.10). It is estimated that the French bounty added \$300,000 to the profits of the wheat growers of the Canadian Northwest. As long as France is willing to tax her people to carry our grain to England at less than cost, it does not appear why Americans should wish to deprive them of that privilege by taxing themselves to carry on an unprofitable business.

The first shipment of Western grain since navigation opened on the lakes was due at Beard's Elevator, Brooklyn, N. Y., on May 28. It consisted of 62,000 bushels of corn, and was carried from Chicago to Brooklyn direct by the steamer Kennebec. This was a roundabout way of shipping grain from the West, but traffic on the lakes being tied up by the strike of the masters and pilots, supplemental to the strike of the elevator men at Buffalo, the long all-water route by way of the

Welland Canal, St. Lawrence River and the Atlantic was chosen as the least evil.

WILLIAM MURRAY.

William Murray, now operating elevators at Savoy, Champaign County, and White Heath, Piatt County, Ill., both I. C. stations, is a son of the late J. M. Murray, who began shipping grain from Eureka, over forty-two years ago. He was an excellent business man and popular with the farmers of his county, and built up a large business. His son, after leaving school, about twenty-five years ago, assisted his father in his business until about two years ago, when they sold the elevator (100,000 bushels' capacity) and other



WILLIAM MURRAY'S ELEVATOR AT SAVOY, ILL.

property at Eureka, as well as an elevator at Secor, which they had owned but a few months. The father then went to Kansas City, Mo., to reside with a daughter, while William Murray went to Champaign, Ill.

Acting upon his father's advice, William Murray bought the old R. G. Risser elevator at Savoy, a station four miles south of Champaign, where he built the addition shown in the picture, the original house being seen in its rear. At this time also he handled grain at one of the elevators at Hayes, Ill., in Douglas County, a few miles south of Savoy.

In the fall of 1903 Mr. Murray bought out J. C. Flanagan at White Heath, west of Champaign, in Piatt County. Here he built an entirely new house, which was ready for use about December 1 last, the material in the Flanagan elevator being used in the new house, as well as in building coal sheds, etc. This house had a large dump capacity and was in every way first-class, simple in design and rapid in handling grain. It did good service during the winter; but on March 24 about 9 o'clock p. m., a cyclone cut a narrow strip through White Heath. The elevator stood in its path, and was lifted bodily, and "turning turtle," so to speak, the upper two-thirds of it took a header into the engine room, the roof of which had been blown off just in time to leave a hole to receive it. They were shipping grain at the moment, but fortunately no one was hurt. The loss was covered by storm insurance. Rebuilding began at once; and on May 13 Mr. Murray was able to announce that his White Heath elevator was again completed and ready for business. It is substantially the same as the one blown down, but is higher than the old one, the extra height being obtained by the use of an unexpectedly large amount of material from the ruins.

J. M. Murray was a Scotchman, who came to this country when about eighteen years of age. He was at one time a partner of the Grier Brothers of Peoria, and some years ago operated elevators at Minonk, Ill., and Kentland, Ind. He was a progressive man, and was one of the first dealers to put grain dumps into his houses to save the labor and labor cost of scooping grain from wagons. His son takes after him in this, and has his houses equipped with hopper scales, car

pullers, passenger lifts, safe and convenient dumps, etc., looks after his houses carefully and keeps them insured, though neither his father nor himself ever had a fire loss.

THE DIFFERENTIAL INQUIRY.

Boston and New York stand together for the abolishment of the differential rates that since 1877 have been granted Philadelphia, Baltimore, etc., and which were endorsed by the Interstate Commerce Commission in 1882. Chicago has remained neutral in the present movement to abolish the rates. The Interstate Commerce Commission, in order to arbitrate, so to speak, the late ex-lake railroad war, has reopened the inquiry of the commission of 1882, and in New York on May 17 began to take testimony relative to the effects of the differentials. Two days were spent by the Commission, but no decision or report is expected before next fall.

The sessions of the inquiry were attended by representatives of all the Atlantic ports' commercial interests, of the Indiana Grain Dealers' Association and commercial organizations of Chicago, Milwaukee, Buffalo, Minneapolis, Duluth, Cleveland, New Orleans, etc. The inquiry began with a statement by Benj. L. Fairchild, who with Hon. John G. Carlisle represented New York. Mr. Fairchild said that New York would not seek rate favors. It wanted only just and equitable rates to all ports, from which rates the commercial interests could make their own choice of favor. He said he would present some statistics which would only outline New York's case and they would be discussed in detail later. He said:

In wheat and corn New York in 1873 exported 80 per cent of the total from New York, Philadelphia, Baltimore, Newport News and Norfolk. In ten-year periods the average fell in 1882 to 59 per cent, in 1892 to 56 per cent, in 1902 to 41 per cent. These indicate an actual, as well as a relative, de-



WILLIAM MURRAY'S ELEVATOR AT WHITE HEATH, ILL.

cline. In 1873 New York, with 80 per cent of the total, exported 44,000,000 bushels; in 1902, with 41 per cent, the city exported only 23,000,000 bushels, while the differential ports in 1873, with 19 per cent of the total, exported only 10,000,000 bushels, while in 1902, with 58 per cent of the total, their export was 31,000,000 bushels. New York had lost in actual exports 21,000,000 bushels and the differential ports gained that amount. In flour New York's average in the same ten-year periods fell from 80 to 57 per cent from 1882 to 1892, to 43 per cent in 1902, in 1903 to 36 per cent. The Thurman Commission decided in favor of the differentials in 1882 after they had been in force for five years, but since that decision New York has fallen in wheat and corn from 60 per cent in 1881, with 72,000,000 bushels actually exported, to 44 per cent in 1903, with 31,000,000 bushels actually exported. In flour New York fell from 86 per cent in 1881 to 36 per cent in 1903, where the differential ports gained from 13 to 63 per cent and from less than 600,000 barrels to more than 7,000,000.

We will not rely exclusively on statistics to prove that conditions have changed. The Thurman Commission favored Baltimore and Philadelphia because cargo rates from those cities and their berth rates were greater than from New York. Now the rate is the same from all ports.

We will present our case along the lines I have indicated, but in principle we oppose the dif-

ferentials agreement. We will speak in behalf of free competition, free enterprise and the perfection of economies. If conditions had not changed New York, with its perfect harbor facilities, is entitled to open competition for those reasons alone. New York wants the seaports to be the trustees of the nation.

New York did not ask for the abolition of the difference between domestic and export rates.

Boston, by Chas. H. S. Hamlin, also asked for fairness only.

E. J. Rich of Boston, general solicitor of the Boston and Maine Railroad Company, followed. He said:

There is a misunderstanding as to the position occupied by this Commission. It is clear the Commission may adopt three plans: It may act in an advisory capacity; it may say whether there has been a violation of the interstate commerce law; or it might recommend whether differentials should be abolished. It seems to me the Commission should make this clear at the outset.

"The Commission," replied Chairman Knapp, "only considers it necessary to state at this time that it wants to know how the differentials have affected the carriers, ports and public. We will present a report later."

In presenting the claims of Philadelphia, Mr. Pettit said:

Philadelphia merchants agree that absolutely free and unrestrained competition should be preserved. Prior to 1882, reaching back to the early seventies, when the railroad system of the United States was practically, as far as seaboard traffic was concerned, confined to four trunk lines, the cities of New York, Boston, Philadelphia and Baltimore were engaged in competition for trade as they are to-day. The railroads which served these localities were engaged in competition as they are to-day. They made agreements which were repeatedly broken, and bitter rate wars followed. Not until 1881, after a rate war had been waged for almost a year and the trunk lines had lost over \$20,000,000, did they appeal to a board of arbitration. Again peace was of short duration. The Commission later decided that Philadelphia and Baltimore were entitled to a differential rate, and this decision was reaffirmed in 1898. The Commission decided that a differential did not disturb the trade of the United States. The constitution prohibits any such attempts.

It is evident that the rate sheet should be the charge sheet and that grain may be shipped to any port without any special arrangement. Philadelphia has won what it has by competition, and it is but just that it should be maintained. If this is not done, we will go back twenty years, and the same causes will produce the same results. Rate wars will follow and the railroads will suffer millions of dollars' damage.

Arthur George Brown of Baltimore and John B. Daish of Washington presented Baltimore's side of the controversy, sustaining Philadelphia in its position.

Traffic Manager Nathan Guilford of the New York Central was questioned about export grain rates. His testimony was largely technical. The Buffalo lines are in a pool and had agreed on the rates, distributing the tonnage among the roads, and in 1894 agreed on a differential to the Pennsylvania and B. & O. to prevent a cut; Philadelphia and Baltimore, being nearer Buffalo and the lake ports, are entitled to differentials; but his company did not approve them, because those rates caused trouble and are commercial threats, and he would abolish them to make a uniform rate to all ports. He further said that not one-twentieth of 1 per cent of the grain from west of Buffalo, which is delivered to the New York Central at Buffalo, is consigned direct through from its Western originating point; and he denied that the New York Central has an agent at Chicago for that purpose. When asked to give his ideas of the basis on which ocean rates should be established, Mr. Guilford said:

It seems to be a reverse proposition, so far as Baltimore is concerned. Baltimore, with its geographical advantages in being in more direct communication with the West than is New York, is unfortunately supplied with an inferior ocean freight service as compared with New York. Baltimore's shipping is done in inferior boats and is restricted to a number of foreign ports. It is practically to make up for these disadvantages that the northern railroads and New York are asked to submit to differentials in Baltimore's favor.

Mr. Guilford concluded by saying that Baltimore

rates should be the basis of the uniform export rate, for which New York and Boston are contending.

The Northwest was represented in the address of J. L. McCaull, representing the Minneapolis Chamber of Commerce, who said in substance that the Northwest favors the differentials, and also, but more emphatically, that the milling business of the Northwest depends upon the maintenance of the present rates. The Northwest, Mr. McCaull said, believes that "each locality should receive the full advantage to which its geographical location and other considerations entitle it;" although he saw no serious objection to a uniform rate to all ports.

Mr. McCaull's argument was more pronouncedly from the standpoint of the Minneapolis miller, who suffered heavily last winter from a war that carried grain 0.2 cent per bushel Buffalo to seaboard, while flour cost 9½ cents per hundred-weight, which was, of course, disastrous to exporting millers.

C. C. Bovey, representing the Minneapolis Millers' Club and the Millers' National Federation, also condemned the differential made by all the

KEITH & SCHOWALTER.

A good many Iowa dealers have been having anything but a satisfactory business during the two crop years now coming to an end, owing to short crops and the necessities of feeders. Keith & Schowalter of Wayland and Coppock have not, however, we are glad to say, been numbered in that category, being favorably situated, in the first place, and being also well prepared to do business and to keep their capital turning over both with grain and hay and also coal.

The elevator shown in the picture is their Wayland house, of which a duplicate is operated by them at Coppock. The capacity of either house is 12,000. This house, which was built in 1900, is 24x28 feet on the ground and 30 feet high; is clad with steel and rests on concrete foundations. The power is a 5-horsepower gasoline engine. The equipment consists of Pease Cleaner and general line of elevator machinery, a 2-hopper dump and Fairbanks Standard Scales. There is also crib capacity for 5,000 bushels of corn.

For handling hay and feed the firm operates two barns and a shed 16x28 feet in size and 10



KEITH & SCHOWALTER'S GRAIN ELEVATOR AT WAYLAND, IOWA.

roads in favor of export wheat as against export flour. In his statement he claimed that in rate grain wars which involved the transportation of grain in bulk, grain products suffered inevitably in the raising of export rates. He asked that in any future reduction of rates the parity of rates on breadstuffs be preserved, and that the Commission devise means for providing that such parity be maintained. The mills in a year, Mr. Bovey said, could grind once again the total grain crop of the United States. Discrimination in export grain rates, he contended, at times made it impossible to compete abroad with high-grade wheat products. Until wheat and flour rates were adopted on a uniform comparative basis, he said, the milling interests would operate under a serious handicap. The western milling interests would prefer New York as a shipping port if the railroad rates were uniform to all seaboard ports and if the steamship rates were equal. Millers, he said, would object to changes in domestic rates.

Herbert Bradley of the Millers' National Federation, like Messrs. McCaull and Bovey, held that a discriminating rate favoring wheat simply sent the wheat to be milled abroad instead of at home.

Further hearings will be held in Philadelphia in July.

The Empire Grain and Elevator Company of Binghamton, N. Y., on May 31 celebrated the close of its thirteenth year of successful business by presenting its twenty-five employes with bonus checks aggregating \$1,000. The bonus or gift to each man was made in proportion to the length of time he had been with the company and the character of his work.

feet high, the latter being devoted to the seeds and feed department.

Coal is handled in 10-car lots, that being the capacity of the sheds.

There are, in fact, few Iowa firms that are better prepared to do business and to take advantage of a rush, should it come, or to keep their money doing something when dull times come in any one of their lines.

THE FARM SURPLUS.

The "Nation's Farm Surplus," as arrived at by Geo. K. Holmes, chief of the Division of Foreign Markets of the Agricultural Department, for 1903, was \$878,479,451 out of a total production of \$4,500,000,000, not including farm products fed to live stock.

Of the exported farm products (1903) 36 per cent was cotton, 25 per cent grain and grain products, 24 per cent meat and meat products and live stock, which items comprise 85 per cent of the exported farm products. Tobacco, oil cake, etc., are considerable items in the list.

The fraction of the wheat crop exported in the last dozen years has been about 31 to 41 per cent, and the exported wheat and wheat flour have yearly averaged somewhat more than 200,000,000 bushels since 1897, before which period for many years the quantity was usually 60,000,000 to 100,000,000 bushels less.

Only a small portion of the corn or maize crop is exported as corn, the highest percentage, 11 per cent, being for 1898. Notwithstanding the small percentage, the exported bushels reach 100,000,000 to 200,000,000.

A MIDSUMMER JOINT MEETING OF INDIANA GRAIN DEALERS AND INDIANA MILLERS.

The two associations in Indiana representing the grain and milling interests of the state met in joint meeting in the Board of Trade Building, Indianapolis, Ind., on June 1, and subsequently, on June 2, met in separate sessions at the State Capitol.

The morning session of June 1 was presided over by A. E. Reynolds of Crawfordsville, president of the Indiana Grain Dealers' Association, and the afternoon session by H. A. Martin of Newcastle, president of the Indiana Millers' Association.

President Reynolds, in calling the morning session to order at 10 a. m., spoke a few words of welcome to the assembled millers and grain dealers. He said it would insure harmony for the two interests to meet together and that mutual understanding and good-will on both sides would result from a more frequent coming together of the two interests.

Mr. Martin responded along the same line and alluded to the mutual interests of the two trades.

An address of welcome on behalf of the local grain dealers and millers and the Indianapolis Board of Trade was made by C. C. Perry, president of the Board of Trade of Indianapolis. Mr. Perry's address was a warm welcome to the city and to the Board of Trade.

John W. McCardle of New Richmond, Ind., spoke on behalf of the Grain Dealers' Association. Mr. McCardle paid a very eloquent tribute to the state Grain Dealers' Association and what it had accomplished, and also praised its officers for their excellent work in promoting its interests. He further spoke highly of the Grain Dealers' National Mutual Fire Insurance Company, which had become a prominent institution of the state in a very short time.

H. S. Grimes of Portsmouth, Ohio, president of the Grain Dealers' National Association, was introduced at this point and made a short address in which he commended the principle of joint meetings of millers and grain dealers, and said that if they would form a closer union it would put many dollars into their pockets.

J. A. Wellington of Anderson, Ind., addressed the convention on behalf of the Millers' Association. He said that he was both a miller and a grain dealer, and that in his business the miller and grain man had always gotten along well together. He regarded this meeting of the two interests as a wise movement on the part of both organizations.

John B. Daish of Washington, D. C., in the absence of Chas. S. Bash of Ft. Wayne, was called upon to speak on the question of "Railroad Service Transportation and Legislation." Mr. Daish said that transportation to-day was one of the greatest problems of this country, or for that matter of any other country. Concerning the question of shortage of cars, he said that since 1897, when cars were relatively numerous enough to handle the business of the country, the railroad equipment had not been increased in proportion to the commodities to be hauled. From that time until 1902, there had been an increase in railway mileage of 10 per cent, an increase in freight cars of 27 per cent, an increase in freight engine carrying power of 38 per cent, an increase in number of engines of 15 per cent, an increase in the amount of tonnage hauled per year of 10 per cent. There had not been an adequate increase in railway rolling stock equipment and no material increase in the equipment of terminals. This had made it difficult for the grain dealer to get cars, and the grain dealer has had to suffer for this failure of their duty on the part of the railroads.

Reciprocal demurrage is a question of interest to dealers, continued Mr. Daish; and if the railroads charge for cars if not promptly unloaded, then they should also pay if they fail to furnish cars promptly on demand. All the grain man wants is fairness, and the railroads should furnish

cars within a reasonable length of time and move them at a reasonable rate of speed, and the dealers should unload them within a reasonable time. He commended the action of the Association in its endeavor to secure a law providing for a railway commission in Indiana that would see that fairness is done.

In conclusion Mr. Daish said that the question should be agitated until the dealers shall have secured justice for themselves and fairness for all shippers in connection with the transportation problem.

An address on the same line was read by L. A. Clark, traffic manager for Bell Brothers of Muncie, Ind. Mr. Clark commended the organization of the various shippers' associations of the state and said much could be accomplished through their action. He said that Indiana owed very much to her railroads, which had helped to build up her interests. He could not believe that the president of a railroad would wilfully injure any grain man's business. He looked upon the situation as largely due to the error that the officers of the railroads do not investigate as thoroughly as they should the interests of the grain dealers. They have many employes under them who are supposed to look after both the interests of the railroads and those of their patrons. We want in this state a railway commission which shall have authority to go to the towns and investigate the complaints and have power to adjust and regulate the evils. If such a commission would do its duty, discrimination would be an impossibility. A bill should be introduced into the next legislature that will be fair and honest, otherwise it will become a dead letter if passed and will benefit nobody. The railroads, he felt sure, would welcome a fair and honest measure, and then both the railroads and the public will be benefited by it.

The meeting then adjourned.

AFTERNOON SESSION.

H. A. Martin called the afternoon session to order at 2 p. m., and introduced J. C. Hite of Peru, who gave a talk on the relations of the grain dealer to the miller. Mr. Hite spoke of the unity of interests of the two industries and said that the relations of the miller and grain man should be always fair and cordial. The miller had to have wheat to run his mill and it is to the mutual interest of grain buyer and miller that the miller should have the wheat he needs and be able to buy it at a fair and reasonable price.

A. F. Files of Muncie responded on behalf of the Grain Dealers' Association, Mr. Files reading a paper on the subject.

John W. Snyder of Baltimore followed with a paper on "The Relations of the Grain Dealers and Millers of Indiana to the Atlantic Seaboard."

Mr. Wellington read the following resolution, which was adopted as read:

Whereas, The Interstate Commerce Commission, at the request of the Merchants' Exchange of New York and kindred organizations of the several seaboard cities, is investigating the question of differential rates on import and export traffic to the North Atlantic ports; and

Whereas, It is essential to the agricultural, mercantile and manufacturing interests of the state of Indiana that the differential rates to the several Atlantic seaports be maintained; therefore, be it

Resolved, By the Indiana Grain Dealers' Association and the Indiana Millers' Association, in joint meeting assembled, that these associations favor the maintenance of the differential rates on imports and export traffic to the several Atlantic ports.

W. S. Frees of Greenfield, in the discussion which followed, spoke briefly of the value to the miller and the grain man of working in harmony.

W. W. Alder said that what is wanted in Indiana is a law so fair and honest that it will interest the railroads themselves. The railroads' life, property and franchises are the gift of the state. They have their duties to perform, and while their directors should have their government in their own hands, yet they should be also under the control of the people who made them and who made their continued existence possible.

The following committees were appointed on

resolutions to consider subjects of mutual interest to the two associations. For the grain dealers, Messrs. Files, Thompson and Gardner; for the millers, Messrs. Wilkinson, Dewees and Hite.

An additional committee for the grain dealers was composed of Messrs. Clark, Hazlerigg, Moor, New and Taylor; for the millers, Messrs. Daniels, Wellington and Kennedy.

President Reynolds appointed the following committee on arrangements for the Grain Dealers' National Association meeting: Messrs. McCardle, Goodrich, Sale, Alder, Morrison, Boyd, Perry and McCotter.

An address was given by E. E. Perry, secretary of the Indiana Millers' Mutual Fire Insurance Company, on the subject of fire insurance. Mr. Perry said that at least 60 to 70 per cent of the fires, whether mercantile risks or not, resulted from the moral hazard. He did not mean that the owners set fire to their property, but that they became careless and do not care whether it burns or not. Mr. Perry thought this is criminal negligence. Very many changes have been made in mill and elevator property within the past few years, making fires much less liable from friction and like causes. Mills should be kept free from dust and dirt in the bearings of machinery and salt water should be available in different parts of the building for extinguishing incipient fires.

C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company, read a paper on "The Fire Hazard of Elevators." Following Mr. McCotter's paper the meeting adjourned.

EVENING SESSION.

An evening session was held in the Assembly Hall of the Claypool Hotel, which was presided over by President Reynolds. The ladies accompanying the members and their friends had been especially invited, and many of these were present. The program consisted of an opening address by A. E. Reynolds and an address of welcome and discussion of transportation and other kindred subjects of interest to producers, shippers and manufacturers of Indiana by Hon. John W. Kern, president of the Commercial Club of Indianapolis. The response was made by Hon. J. Frank Hanly of Lafayette, Republican candidate for governor.

Mr. Kern welcomed the dealers to Indianapolis and paid an eloquent tribute to the city and to her institutions. On the question of transportation, he thought that Indiana should have a railway commission, and he told the dealers the plan that he thought it best to pursue to get a bill through the state legislature and gave some good advice on how such a bill should be prepared. If the commission were secured, they should be careful to get men of broad minds to serve as commissioners who should be paid sufficient salaries to secure that kind of men.

Mr. Hanly said, in a discussion of the same question, that the grain men should be mindful of the public's interest other than their own in considering the question of the railways. He declared himself to be unequivocally for the correction of the abuses that had grown up in connection with the transportation lines throughout the state.

The meeting adjourned at 10 p. m.

THURSDAY MORNING SESSION.

President Reynolds called the session of the Indiana Grain Dealers' Association to order at 10 a. m., in room 12 of the State House.

J. W. McCardle made his report, and said that he wanted every member to go to Milwaukee to the annual meeting of the Grain Dealers' National Association and support Mr. Reynolds for president.

Thos. Morrison and W. W. Alder spoke upon the same line, and expressed the view that Indiana could go to the meeting and elect Mr. Reynolds president if they desired him in that office.

Mr. Foresman, chairman of the membership committee, recommended that each member of the Indiana organization constitute himself a committee of one to bring one new member into the Association.

President Reynolds said that renewed efforts should be made to have the 500 dealers join who were not members. Their financial and moral support is needed in getting the legislation desired through the legislature next winter.

Mr. Sims and Mr. Gardner spoke of the benefits they had received from the Association and recommended it to the grain dealers in the state who are not members.

Fred Mayer of J. F. Zahm & Co. of Toledo read a paper on Toledo as a grain market.

C. A. McCotter talked briefly on insurance.

W. S. Gilbreath told of the value of the Association to himself and said his experience with the organization had been both profitable and pleasant.

James Hodge of the United Grain Co., Toledo, said he belonged to the Ohio, Indiana, Illinois and Grain Dealers' National Associations, and that he regarded them as of great benefit to his business. He suggested, along the line of increasing the membership of the Association, that each member try to bring in one other member. If the Association needs funds, however, he was sure the members would prove loyal in furnishing the necessary financial support.

H. C. Clark said he had belonged to the Association ever since it started, and that he would not drop out for double what it costs him. The 500 grain men of the state who were not members received the benefits of the work of the 300 who are members. He thought if the organization needs more money, it would be easy to get it by a subscription.

John Keller, Charles Knox and H. L. Goemann of Toledo spoke briefly on the value of Association work.

O. J. Thompson read the following resolution, which was adopted:

Resolved, That the secretary of this Association be requested to ask the different terminal markets, in revising the rules of inspection for the coming crop, to state the percentage of foreign grain and mixed oats allowed in the grade of No. 3 white oats.

Charles S. Clark addressed the meeting upon the "Rise of the Indiana Association."

The resolution offered by Mr. Thompson was taken up for discussion and Inspectors Culver and Shanahan explained that according to their rules no per cent of foreign grain and mixed oats was allowed in the grade of No. 3 white oats. There is a difference, however, in the terms "mixture" and "per cent," and small mixture, not enough to make 1 per cent, would not lower the grade.

E. W. Culver, chief grain inspector of Toledo, gave a talk on Toledo inspection, its grades, and the good standing of its contract grades in all markets. He alluded to the trouble which they had had with damp corn this year and advised dealers to buy their grain at right prices and to make allowances for any percentage of foreign grain in their oats, and then they would have no trouble. If they are not satisfied with the inspection of their grain, however, they can always appeal to the inspection committee.

I. D. Shanahan, in a brief talk, said that the inspectors are between two interests, the shippers and the buyers, and it is their aim to be fair to everyone in interest.

Mr. Riley read a communication from J. W. McCord, secretary of the Ohio Grain Dealers' Association, inviting the members of the Indiana Association to participate with them in their annual meeting at Put-in-Bay, on June 28-July 1.

Mr. Riley read the report of the committee on resolutions. The report was adopted as follows:

Resolved, That we fully appreciate the honor conferred upon our joint meeting by the Hon. J. W. Kern and J. Frank Hanly in their excellent addresses, and that the secretary be and he is hereby instructed to convey our thanks to them in a proper communication.

Resolved, That we take pleasure in hereby acknowledging the courteous and liberal treatment of our Association on the part of the public press of this city and the trade journals present.

P. E. Goodrich, secretary of the National Hay Association, announced the annual meeting of that

organization at St. Louis June 14, 15, and 16. The convention adjourned sine die.

CONVENTION NOTES.

Fred Mayer took one of his flowery streaks and buttonholed everyone with a bouquet.

W. E. Smith, of the Richardson Scale Co., of New York City, gave a brief address on the subject of automatic weighing, and showed a working model of the Richardson Scale. Both millers and grain dealers were much interested in his demonstration.

Miss Anna Webb of Summitville, who runs the mill at that place, was present at the joint session and, to do honor to such a distinguished guest, by unanimous vote, the Indiana Grain Dealers' Association elected her an honorary member of the organization.

The machinery men present included: W. H. Kiser, with the Weller Mfg. Co., Chicago; A. S. Garman and Alex Rogers with Huntley Mfg. Co., Silver Creek, N. Y.; J. M. Bacon, representing the Invincible Grain Cleaner Co., Silver Creek, N. Y.; W. E. Smith, with Richardson Scale Co., New York City.

Toledo always has a good delegation out at the Indiana meeting and the following were present from that market: Chief Grain Inspector Edward W. Culver; Fred Mayer, of J. F. Zahm & Co.; John C. Keller, of C. A. King & Co.; Charles Knox, of Reynolds Brothers; James Hodge, of United Grain Co.; Henry L. Goemann, W. R. Worts and D. B. Noyes, with Toledo Salvage Co.; Will W. Cummings, with J. J. Coon.

The grain dealers present included: Tom Morrison and O. J. Thompson, Kokomo; A. E. Reynolds and F. C. Crabbs, Crawfordsville; E. L. Harris, Greencastle; A. Gardner, Cottage Grove; A. J. McDill, Cottage Corners; C. G. Egly, Berne; M. T. Dillon, Frankfort; M. L. Conley and J. F. Sims, Frankfort; R. M. Sims, Frankfort; G. L. Clark and E. W. Ball, Rushville; H. C. Clark, Lebanon; J. L. Schalk, Anderson; J. A. Wellington, Anderson; E. K. Sowash, Middletown; A. M. Wellington, Anderson; J. W. Sale, Bluffton; P. E. Goodrich, Winchester; John Hazlerigg, Cambridge City; E. A. Kitchel, Kitchel; Geo. W. Moor, Letts; Geo. W. Huber, Gaston, Ind.; Paul Hogue, Fortville, Ind.; J. M. Coucher, Bennetts Switch; Bennet Taylor, South Raub; J. W. McCardle, New Richmond; A. F. Files, Muncie; Matt. Schneible, Lafayette; Peter Sleponek, Modoc; W. J. Besser, Greencastle; C. F. McCreight, Advance, Ind.; A. L. Nelson, Montpelier; J. A. Adams, Bunker Hill.

GRAIN SAMPLING REFORM.

The Chicago Board of Trade has abolished the private grain sampling system and established a Department of Grain Sampling and Seed Inspection, of which Robert P. Kettles has been made chief, with the title of chief grain sampler, and E. R. Ware first assistant. The department will be under the direction of a committee of the Board, of which H. N. Sager is chairman.

The department began its work on June 1, the official samplers' authority to issue certificates ending on May 31. The flaxseed inspection office continues as heretofore.

The regulations governing the new department are simple, being codified in eight rules. After providing in rules 1 to 5 for the organization of the department, the rules provide (6) for uniform charges for service at established rates; (7) that persons interested in parcels of grain, or their representatives, may examine any car or cargo, but no certificate of such examination shall be issued nor shall a right of appeal therefrom lie to a grain committee, "unless the grain has been loaded under the supervision of the official sampler of the department;" (8) fees shall be 35c per carload and 25c per 1,000 bushels for sampling grain loaded on to or unloaded from vessels.

Mr. Kettles, the chief sampler, is a miller by trade, and a Scotchman by birth. He has been in

the business of sampler since 1887 and an official sampler of the Board for the past ten years, and commands the full confidence of the Board as to his ability and integrity.

GOVERNMENT SEED DISTRIBUTION.

Of all the cheap electioneering schemes fostered by the general government and carried out by the members of Congress at the expense of the farmer, the free distribution of seed is the cheapest.

The distinguished Secretary of Agriculture pretends to regard the seed distribution seriously and the second-rate congressman clings to it as a man overboard to a life buoy, while the practical farmer feels nothing but pity for the futile, feeble practice, both from a political and business standpoint, says the Farmer and Union of Manchester, N. H.

The truth is the government fails to compete with the seedsmen of the country, from whom the farmer can get nearly all the varieties of any value, in such quantities as he may need, while the Department of Agriculture and its distinguished distributing agents send them out in packages that would, with the greatest care, produce a crop that might run a cage of canary birds half a year.

The department can be useful in collecting from "the ends of the earth" seeds that are beyond the reach of private enterprise and make the first distribution to the various experiment stations, the increase to be sold at a reasonable price in reasonable quantities to painstaking, reliable farmers of the vicinity, with the understanding that they should again sell at an agreed price to other farmers. In this way rare seed would be accessible to all in a few years in quantities that would justify the care they require.

It takes a year to make a single trial in agriculture and the government should provide for the experimental work at its various stations, and not distribute seeds until the experiment has established their value. Then they could in a few years be brought within the reach of all, as suggested above. The government should not handle established varieties. Its energies instead of being wasted in lame competition with private enterprise should be used in the search for the new, rare and valuable seed, on strictly business principles. When found worthy by government experiment stations arrangements should be made to supply the country with the least possible delay. That being done the government should devote its energies to further research.

The average politician is not likely to favor a change of this senseless routine that takes up the time of the Department of Agriculture. But the distinguished secretary will do himself great injustice if he continues to be a party to the ridiculous uses now made of his department. The country with great confidence and unanimity expects something better of him. The grip of the small politician on his department is like that of broom rape or hemp or tobacco and it can never attain the dignity and usefulness that of right belongs to it, until it is entirely divorced from its present political tutelage.

MORE EXPANSION AT NEW ORLEANS.

A contract has been concluded by the Gould and Rock Island Systems by which the Rock Island System gets an entrance into New Orleans, where a joint terminal will be constructed to comprise slips for steamers, grain elevators, etc.

It is said that the steamer berth room will be 1,400 to 1,500 feet long by 250 to 300 feet wide, with a depth of 40 feet, giving room for seventeen vessels.

The Frisco System will enter New Orleans over the Illinois Central (Miss. Valley) tracks from Baton Rouge, the I. C. getting in return entry into the coal and iron fields over the K. C., M. & B. tracks.

SCALE TESTING.

[A paper read before the Iowa Grain Dealers' Association at Des Moines, Iowa, May 17, 1904, by H. A. Foss, weighmaster, Chicago Board of Trade.]

It is strange that scale testing has been so little discussed at meetings of grain dealers. Such neglect is but a sign of the fact that men who clean their guns and grease their wagons expect scales to take care of themselves.

All scales should be tested as often as possible, and at least twice during the busy season, by a proficient scaleman, with sufficient weights. I have frequently asked shippers if their scales had been recently tested, and in many cases have received the reply that they tested their scales every morning by balancing them and that they knew they were correct for that reason. This is like blow-

Here we would have an error of 5 pounds to the 1,000 pounds; and yet if we had used a 50-pound test weight instead of 1,000 pounds, the variation would have been only one-quarter of a pound and would not have been detected. For this reason, it is necessary to test large scales with a large amount of weights in order to obtain accuracy. Four-ton scales should be tested with not less than 1,000 pounds of weights, while on track and large hopper scales at least 4,000 pounds should be used.

Since it is not practical to use test weights to the full capacity of a scale, some substitute must be used in addition to the test weights to bring the maximum strain on the levers. Hence, scales must be tested when loaded as well as empty.

First of all, in testing a scale, balance it to a center beam; then place the test weights carefully on the scale and weigh. Repeat this with the

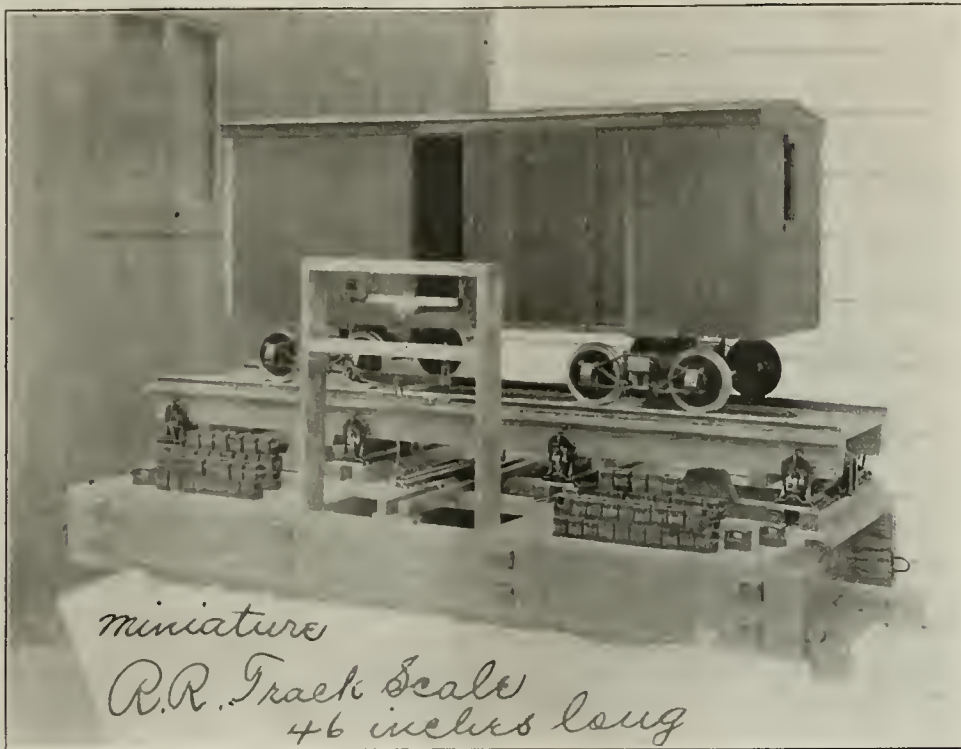
other end, noting the variation, if any, between the ends. This, of course, will not take the place of test weights; but the variation will give you an idea of the condition of your scale and may suggest the necessity of a complete test. The amount of variation between the ends does not show to what extent your scale is untrue.

Again, in testing wagon and hopper scales, the test weights should be distributed on all four corners, for there are in such scales four main levers, each of which must receive an equal portion of the test weights. This is absolutely essential. Scales may test correctly with the weights on one side, front or back, and still be out of adjustment. In addition to this, test each corner separately with as many weights as possible.

In conclusion, then, let me reiterate the importance of the facts presented in this paper, viz., that scales should be tested frequently and thoroughly with a number of test weights proportioned to the size of the scale and by a method suited to the kind of a scale tested.

I have with me a miniature track scale, with test weights and a freight car, made in proportion, which I am proud to say are products of my department. They are all hand work and were made entirely by our scale inspector, Mr. Schmitz. The scale is a real weighing machine and I will endeavor to prove its accuracy by testing in the manner tests are conducted by my department.

[Mr. Schmitz then made the practical demonstration referred to by the scales shown in the illustration.]



MODEL OF TRACK SCALE MADE BY THE CHICAGO WEIGHING DEPARTMENT.

RHODE ISLAND GRAIN DEALERS.

The Rhode Island Grain Dealers' Association held a meeting at East Providence on May 12, at which time S. W. Norton, secretary, handed in his resignation, having sold his business. F. L. Davenport of Providence was named as his successor.

After the business was concluded, W. P. Hale of Providence made the Association a short address, after which those present adjourned to the ante-room, where a bunch was served. The meeting place was the rooms of the Business Men's Association of East Providence.

R. SMITH & CO.

R. Smith & Co. of Duluth, Minn., whose elevator plant is shown in the accompanying picture, do a general wholesale business in grain, hay and



ELEVATOR OF R. SMITH & CO., DULUTH.

ing through a gun barrel to see if it is clean; for it is impossible to tell from the action of a scale, even if it does balance, that it is weighing correctly, as there are very few conditions that will prevent a scale from balancing, although the weights arrived at may be anything but correct.

Years ago, even-balance scales, which consist of but one lever, were universally used, but the demand for a scale of larger capacity made it necessary to construct a scale consisting of a series of multiplying levers; hence, the modern, compound-lever scales. Now, the even-balance scale requires weights equal to the amount to be weighed, while in the compound-lever scale the leverage is so great that it takes a weight of but a small fraction of the amount to be weighed. For instance, in many of our hopper scales, this multiplication is so large that but one pound on the hanger will balance a thousand pounds in the hopper, while, on some track scales, one pound will balance 6,000 pounds. In view of these facts, it is obvious that compound-lever scales must be frequently and properly tested.

This use of multiplying levers has made it possible to increase the size and capacity of scales to such an extent that it is not practical to test them to their full capacity with test weights. However, enough weights must be used to show any variation; for, if a scale is out of adjustment, the variation would not be perceptible with a small amount of weights. The larger the scale, the more it takes to turn the beam and the more difficult it is to see the variation on any given weight.

For instance, suppose we start with a scale empty and balanced and put on 1,000 pounds of test weights. Now suppose it is necessary, in order to balance the scale thus loaded, to slide the beam weight to the 1,005-pound mark instead of the 1,000-pound mark, at which point the beam would rest if the scale were working properly.

scale loaded to its full capacity, each time noting the variation, if any, and keeping in mind that any variation would be the variation for the amount of test weights used and that the final total error in the scale would be as many times more than the error on the test weights as the capacity of the scale is greater than the amount of test weights used. Of course, other causes, such as rests and binds, do not produce a proportionate error like that just mentioned.

Tests are made to establish the accuracy of a scale or to locate most quickly and exactly the seat of the trouble in scales which do not register accurately. How foolish it would be for a man, without making the regulation and necessary tests, to spend several days overhauling and adjusting a scale which will stand every test for accuracy. Yet, how much more foolish it is to deceive ourselves and tell ourselves that our scales are accurate and use them as being accurate when we have neither examined them carefully nor made the complete and necessary tests to establish their accuracy.

For an example of a complete test, take track scales. All track scales have at least four sections, and there should be a separate test made of each section by placing the test weights directly over each. Four thousand pounds of test weights on any section call for exactly 4,000 notches on the scale beam. If you do not get that result in the test of a section, you have located the need for some adjustment or repairs in that section.

In addition to this, a test should be made with a heavily loaded car, using the test weights, first on one end of the scale and then on the other. Frequent trials should also be made by weighing a short, heavily loaded car on each end, thereby ascertaining if both ends give the same reading; i. e., weigh the cars as near to the edge of one end as possible and still have the entire car on the scale; then weigh in the same manner at the

mill stuffs, as well as manufacture feed, rye flour and corn meal. Their feed grinding capacity is 50 to 75 tons per day.

In the grain line they do a cleaning and mixing business, making a specialty of re-cleaned oats.

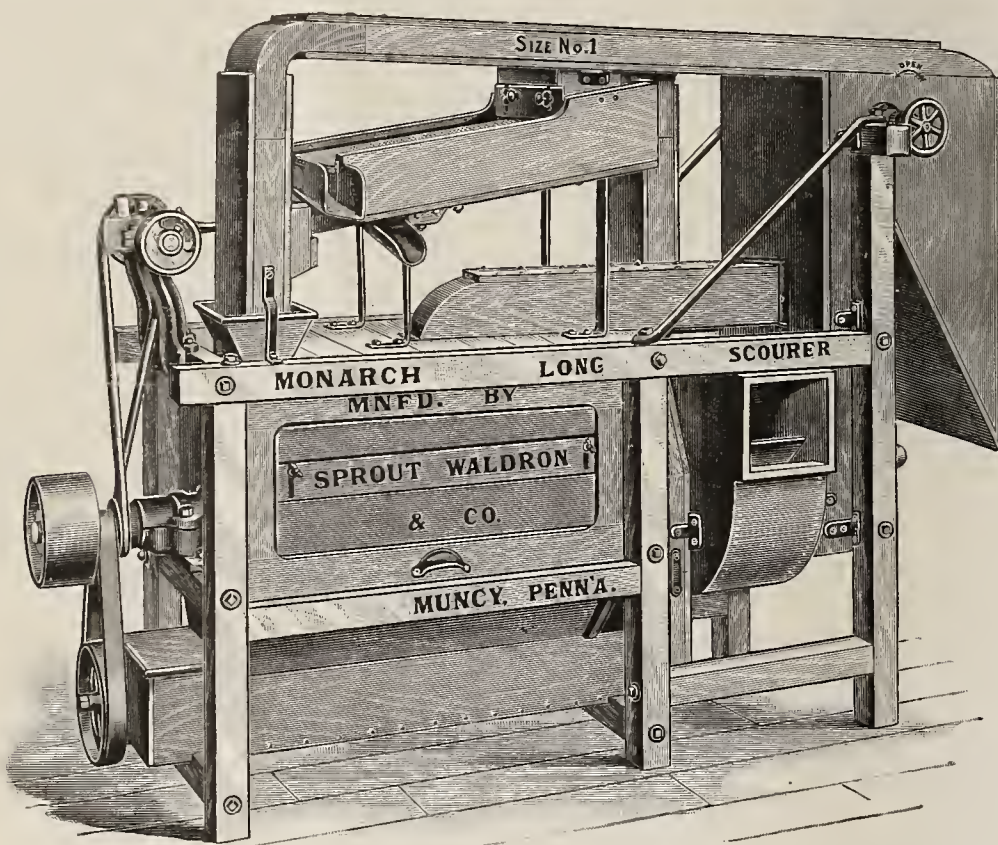
They have built up a fine reputation as reliable shippers and handlers of pure feed; and have worked up a large and profitable business.

The propeller John Oades was the first boat of this season to reach Buffalo with grain. She carried barley and rye and was loaded at Manitowoc, Wis.

MONARCH WHEAT SCOURER.

Dealers in the wheat belt who prepare their wheat for market in the best manner, or elevator men who seek the most exacting milling customers, appreciate the value of a thoroughly good scourer. There are many of them, of course; but few, if any, are deserving of more careful consideration of buyers than the one herewith illustrated—the Monarch Wheat Scourer, manufactured at Muncy, Pa., by Sprout, Waldron & Co., builders of a general line of milling and elevator machinery.

Without attempting an elaborate description of the mechanism, it may be said that the grain is spouted in the head of the receiving shoe at a point nearly in the center of the machine. From this it passes over a regulating gate which controls the flow. It then passes through a coarse screen, which removes the straw joints and other particles larger than wheat grains, dropping thence to a fine screen which takes out sand, cockle and small seeds. Tailing over this fine screen, the grain enters a suction trunk connected with the fan, where the chaff, dust and like impurities are



MONARCH WHEAT SCOURER.

drawn out. Dropping from the suction trunk, the grain enters the scouring cylinder, where it is given a thorough scouring between rapidly revolving chilled-iron beaters and the outer scouring case, which is composed of rolled-steel wire. The cylinder is so constructed that it gives the grain a swirling action which forces it against the steel case in a thin sheet, completely removing all dirt as well as the fuzz from the end of the kernel. From this cylinder the grain passes into another air-trunk, where any remaining particles of dust and screenings are removed. The air separations are controlled by valves operated by means of hand-wheels with ratchets and pawls which are very easily manipulated, as will be noticed by referring to the cut. The scorings which pass through the scouring case drop into a conveyor underneath, from which it can be spouted to feed. The fast-running main shaft, which is long enough to receive a driving pulley at each end, is provided with self-oiling boxes, which require very little attention.

This machine is built in the very best workmanlike manner, the material entering the same being of hardwood, the frame being held firmly together with joint bolts. The manufacturers are so confident of its worth that they will send it to any responsible party for 15 days' trial, and it is sold on a guarantee that it will scour and polish the wheat better in one operation than other machines will in two, and that it will not break the grains

in the least. Those interested may obtain further information by addressing the manufacturers at Box 320, Muncy, Pa.

SELLING GRAIN ON ITS MERITS.

[Synopsis of an address delivered before the Iowa Grain Dealers' Association at Des Moines, May 17, 1904, by Henry Wallace, editor of Wallace's Farmer.]

I am glad to have the opportunity of meeting with you to-day and soliciting your aid in the work of increasing the quantity and improving the quality of grains grown in Iowa for the supply of the world's markets. You are quite well aware that the agricultural colleges, experiment stations, farmers' institutes and the agricultural press are unitedly endeavoring to the best of their ability to arouse the farmers to the necessity of growing better grains of all kinds and more of them. The high price of lands in this state renders this movement an absolute necessity. The future prosperity of the state is largely bound up with the success of this movement. You can prove very efficient aids in this work, and without your co-

best condition, and it seems to me it should be the policy of your Association to encourage this class of men by establishing the rule of buying grain strictly on its merits. It is all wrong when the buyer at any station, after ascertaining the quality of grain in the neighborhood, fixes a medium price at which all grain will be purchased, thus robbing the good farmer and encouraging the shiftlessness and carelessness of the poor one.

If the legislature of Iowa were to enact a law authorizing the farmer to adulterate his grain within certain limits, using only the straw and the weed seeds grown on his farm, and compel the buyer to give him the "same old price," this Association would be up in arms; and yet that is precisely what may be done, and I suspect is done, at many stations in the state where the dealer offers a medium price and pays the same for all kinds of grains brought into that market.

There are, as you all know, poor farmers and good ones—farmers who take a pride in producing a good quality of grain and putting it on the market in good condition; who during thrashing time keep a careful eye on the thrasher and insist that he so manipulate the wind and the screens that the grain shall be delivered in good condition. There are other farmers who go on the principle that the more dirt there is left in, the more bushels; and the more bushels the more dollars, because good and bad will go into the elevator together. There are, I suspect, good, progressive, bright grain dealers and there are the careless and indifferent. If we could group the good grain dealers and the good farmers at certain stations and the poor ones at others, the evil would work out its own cure. Unfortunately, this is not possible. Therefore, I appeal to you to adopt at all your stations the rule of buying grain only on its merits and thus encourage the improvement in agricultural lines which the agricultural press has been urging with all its ability.

I am asking you simply to adopt the practice which has been adopted, and successfully, in other lines. Thirty years ago Iowa butter was regarded simply as grease; in fact, was called "Iowa grease." Why? It was made by farmers' wives, traded to the country stores for goods, and all at the same price. The merchant knew that he must sell it at a loss, that it was fit only for grease of some sort, and he therefore dumped it all into the same barrel, no matter what might be its color, texture or flavor. He professed to be afraid to grade it because Farmer Brown was quite sure that Mrs. Brown made as good butter as Mrs. Jones, and no matter how good Mrs. Jones' butter might be, she was compelled to take the same price that was offered Mrs. Brown. The merchant paid the same price lest he should offend his customers and quietly advanced the price of the goods for which it was exchanged. There was no possibility of improving the quality of Iowa butter so long as this practice existed.

In short, unless the buyers of grain buy it on its merits, discriminating between the good and the bad, the precious and the vile, the experiment stations may as well quit experimenting and the agricultural papers quit talking about improving the quality and increasing the quantity of the grain.

I am quite well aware that you have problems of your own to solve. I am free to admit that where but one farmer in a community grows a superior quality of wheat or oats you cannot give him the price to which he is entitled for the reason that you cannot get the price for it yourselves. Therefore, it seems to me that the grain dealer at every station should encourage to the utmost of his ability the growth of improved varieties and the adoption of the best methods in order that he can make up carload lots of the different varieties of grain. You people have, therefore, done a wise thing in furnishing your customers with small amounts of the best seed corn that money could buy. You should follow this up intelligently with the best varieties of oats and wheat and then discriminate carefully between the good and the bad. To pay a man whose oats weigh only twenty pounds to the measured bushel the same price

operation our efforts must result in comparative failure. I am glad to know that your sympathies have already been enlisted and that through your efforts almost a thousand farmers have received small quantities of seed corn which they could not otherwise have obtained. The movement for the improvement of corn largely fills the public eye at present, but this will be followed in the near future by like efforts to improve the quality and increase the quantity of oats and wheat as well.

It will be poor encouragement for the farmer who has succeeded in obtaining high-bred seed corn and gradually acclimating it to the locality of his farm, if, when he comes to sell it on a bid of No. 3 or better, he gets the price of No. 3, knowing all the time that his No. 2 will be regarded as cream to be skimmed off by the dealer either at home or at the terminal market. It will be poor encouragement to the farmer who has obtained at large expense a new variety of oats that will easily grade No. 3, possibly higher, if he received the price of No. 4, while some other fellow uses his superior oats to bring up the grade of No. 4, "no grade," or "rejected," to make it pass for No. 3. The laborer is worthy of his hire.

The man who produces a good quality of grain and puts it on the market in prime condition is entitled to the full reward of his labors. The man who goes to the expense of securing a fine quality of seed is likely to put it on the market in the

you pay the man whose oats weigh twenty-eight pounds, in order to have an even grade of twenty-four, is simply encouraging carelessness. To pay a man the same price for No. 2 corn that you pay for No. 4, or rejected, is not only robbery of the former but it encourages the latter in his unthrift.

I am quite well aware that there may be neighborhoods where farmers, no matter what you may do, will imagine for the time being that they are not receiving value for inferior or dirty grain. There are other neighborhoods where it is possible farmers may be defrauded by the incompetence or carelessness of the grain buyer, possibly some man employed by the month to run the line elevator and whose interest is mainly in drawing his pay. Would it not be possible for your Association to take hold of matters of this kind and appoint a committee to act as umpire in case of dispute as to quality—a committee of men broad-minded enough to comprehend the subject in all its bearings and honest enough to render a just decision? If the whole force of this Association is used to correct the evils which inevitably exist and the injustice which is very likely to be done, it would, it seems to me, tend to elevate the character of the grain merchant and of the farmer as well. For the interests of the grain buyer and those of the farmer are not antagonistic; in fact, their interests are identical whether they see it or not. The greater the prosperity of the farmer, the greater that of the grain buyer. Impoverished farmers mean a poor business at the elevator and prosperous farmers mean prosperous grain dealers.

As before stated, the grain dealers have problems of their own, and serious ones at that, and in the solution of these the farmer is not a disinterested party. If the grain dealer loses by a leaky car, by stealage at the terminals, by exorbitant freight rates, or poor service, the farmer at the last must pay the bills by giving the dealer a greater margin. Therefore, I plead for the most hearty co-operation between the producer and the dealer, and in order to have this hearty co-operation there must be mutual confidence. The farmer must realize that the grain dealer is not a robber and the grain dealer must realize that the farmer is not endeavoring to rob him of his own. Each laborer must be worthy of his hire.

This Grain Dealers' Association should give no reason for anyone to regard it as hostile to the farmers' interests. Instead, it should strive to promote them in every possible way, and one of the most efficient ways is that of buying grain of all kinds on its merits. This will tend not merely to encourage the good farmer but to rebuke the sloven. It will tend, moreover, to elevate the standard of the grains of the state, and in so doing enhance their value in all the markets of the world. We have now reached the point where the grain dealer and the farmer must hang together or hang separately. This high-priced land cannot be used for the growth of grain either low in price or in quality. There must be a campaign of education along the lines, and I trust and believe that this Association is composed of men sufficiently broad-minded to co-operate with all the broad-minded and progressive farmers to their mutual benefit and advantage.

MEMPHIS WEIGHING BUREAU.

The Merchants' Exchange of Memphis, Tenn., has organized a grain weighing bureau to be under the direction of E. R. Gardiner, chief weigher. The plan of the bureau provides that all elevators and warehouses in the city, both public and private, may send deputy weighers to the Exchange to be known as exchange deputies. These deputies will perform their duties under the direction of Mr. Gardiner, and their actions will receive the official sanction of the Exchange. Private elevators and warehouses are not compelled to send deputies, but upon public elevators and warehouses the rule is compulsory.

The fee for weighing was fixed at 25 cents per car, this fee to be paid to the chief weigher. The

railroads will provide every facility for the new bureau, and Memphis now enjoys privileges in this respect far superior to anything previously known at that terminal.

On May 18 an official weight certificate was adopted, which carries a diagram of a box car on the back, so that the weigher will be enabled to indicate by mark any leakage or damage to a car and when that leak occurred.

FRANK J. HENNESSEY.

It cannot be too forcibly impressed upon young men entering upon life's work that preparedness is as essential to success as honesty and industry. To know one's business thoroughly is the lot of but few, and these few are the "captains of industry," almost invariably.

The subject of this sketch is not yet wearing a captain's epaulets, but he is in direct line of promotion, with a good start for one of his years. Born at Moberly, Mo., on June 7, 1879, he removed



FRANK J. HENNESSEY, ST. LOUIS, MO.

to St. Louis in 1886, and was educated in the common schools of that city and in the Christian Brothers' College. On leaving school, he obtained a position as a grain inspector's helper in the Missouri State Grain Inspection Department in 1897, and by 1899 had so far mastered the technical difficulties of his profession that the chief inspector advanced him to the position of inspector, being the youngest man on the force and the only one to pass upon whom the appeal committee was not called—an unusual record, indeed.

Mr. Hennessey continued with the inspection department until January 1 last, when he became associated with Langenberg Brothers Commission Company of St. Louis, for whom he travels in the West and Southwest. He but recently concluded a successful trip, covering three months, in Nebraska, and at this writing is looking over conditions in Oklahoma, to be followed by a tour of the wheat belt of Kansas.

When anyone buys a lot of futures and tries to advance the market the press, country and metropolitan, jumps on the effort with flashy editorials on the crime of corners, and the courts let the sellers escape; as was witnessed in the July oats deal here in 1902 and in the December wheat deal at St. Louis. But notice, the press everywhere is silent when a lot of curbstone agriculturists that never own a bushel of grain sell millions of it for future delivery in a daring and determined effort to destroy the value of grain owned by other men. There are other anarchists than those who unfold the red flag—those who collect all they can and refuse to pay when someone attempts to punish them. But it is "the fashion."—Pope & Eckhardt Co., May 13.

JOHN W. KAUFFMAN DEAD.

John W. Kauffman, one of the great men of the grain trade of St. Louis, whose name is a familiar one in all the grain markets of the world, died at his palatial home on May 25 of heart disease. He had returned home from business, and after spending some time in the rear of his house playing with his dogs, he entered the family room, apparently in excellent health and spirits, where he was later found by his wife, lying in an unnatural position on a couch, breathing heavily. He died soon after.

Mr. Kauffman was born at Dayton, Ohio, on January 5, 1844, but went with his parents to Iowa City, Iowa, in 1853. A student at Mount Pleasant, Iowa, at the outbreak of the Civil War, he enlisted in the 2d Ia. V. I., and served until 1863, when he was discharged, a sergeant, as an invalid. On returning to private life, he became a clerk for E. O. Stanard & Co., mill owners of St. Louis, with whom he remained as employe and partner for about twenty years. He then became a mill owner on his own account, from which business, however, he had retired several years ago. Mr. Kauffman is survived by his widow, née Nellie Bronson of Waterbury, Conn., whom he married in 1870; a son and two daughters, all unmarried; Mrs. E. O. Stanard, his sister, of St. Louis; a brother, Jacob Kauffman, of St. Louis; and several sisters, residents of Iowa. He was prominent as an active member of the M. E. Church; was a member of the St. Louis County and Commercial Clubs, and of the Merchants' Exchange of St. Louis, of which he was president in 1886.

Mr. Kauffman was one of the best-known millers in the country and one of the most noted of contemporary plungers in the grain markets of the West. Nearly always a bear, he was against the market at all the great exchanges, being as familiar as a trader in Minneapolis and Chicago, and even New York, as in St. Louis. Recently, however, owing to declining health, he had greatly restricted his operations in grain.

OKLAHOMA GRAIN DEALERS.

The annual meeting of the Oklahoma and Indian Territory Grain Dealers' Association was held at Oklahoma City on May 17, and was attended by fully 60 per cent of the membership.

The Association has had a successful year, although its expenses (\$3,616.80) were \$4.30 in excess of cash receipts, there being \$136.50 still due from members.

The sessions were devoted to a discussion of the problem of free storage of grain for farmers, which is unfortunately prevalent; to the work of the new Central Grain Dealers' Association of Kansas, a new body organized with the object of securing a readjustment of grain rates in Kansas and Oklahoma; and to the relations of grain dealers and millers, which are slowly but surely becoming more harmonious, thanks to the work of this Association.

The annual election resulted as follows:

President—E. D. Humphrey, El Reno.

Vice-president—Buran House, Oklahoma.

Secretary-treasurer—C. F. Prouty, Kingfisher.

Governing Board—C. W. Goltry of Enid; Geo. A. Masters of Perry, E. M. Flickenger of Kingfisher, J. T. Bradford of El Reno, W. M. Grant of Oklahoma City and W. A. Humphrey of Guthrie.

The trade rules of the Grain Dealers' National Association were adopted for the guidance of the members of this Association, except that no contracts may be made by telephone.

A memorial to the late Col. C. T. Prouty was adopted.

In the evening a banquet was given at the Treadgill Hotel, in which the Millers' Association of the territories, then in session, also joined.

A movement has been started to pool the entire wheat crop grown in the Umatilla Valley, Washington, this season and offer it as one lot on a certain day to the highest bidder.

MODERN BEARINGS.

The constantly increasing demands on all classes of machinery required in elevator work have compelled manufacturers and engineers to increase the strength and design of practically every mechanical appliance that is used in a grain elevator.

In our terminal elevators, a few years ago, a capacity of 10,000 or 12,000 bushels per hour for belt conveyors and of 4,000 or 5,000 bushels per hour for elevator legs was considered the maximum. To-day, however, it is not unusual to see elevator legs with a capacity of 6,000 or 7,000 bushels per hour, and belt conveyors of 18,000 or 20,000 bushels per hour.

The required capacities of clippers and cleaners has more than doubled within the past ten years. In the modern country elevators the demands have likewise increased. Where a few years ago a horsepower, with an elevator-leg capacity of 500 or 600 bushels per hour, was adequate, to-day

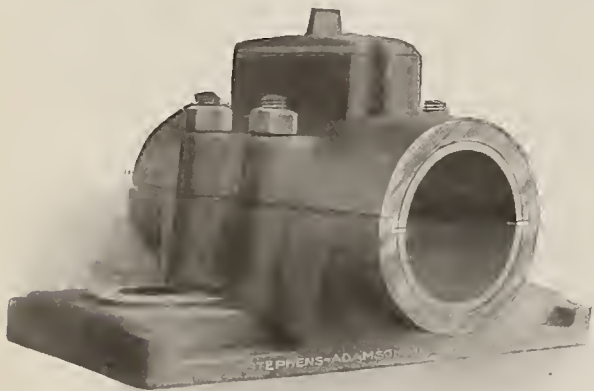
in this class of work has led the Stephens-Adamson Manufacturing Company of Aurora, Ill., to design a modern line of pillow blocks, post hangers and drop hangers, of both rigid and ball-and-socket

who are interested in the subject of economical power transmission.

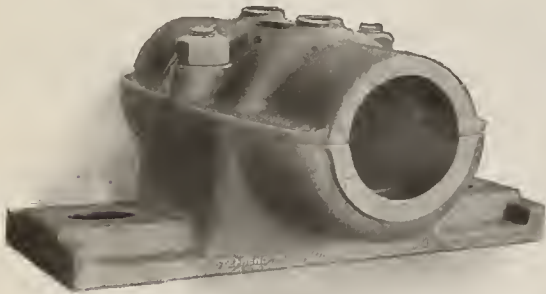
GRAIN THIEVES CAUGHT.

By the arrest of five boys, none over sixteen years of age, and some under twelve, the Peoria police have unearthed a "fence" in the person of a small grocer who has been in the habit of buying the stolen grain from the boys. The boys when arrested admitted having systematically robbed grain cars, selling the plunder to the grocer at half its value.

In addition to this party of petty thieves the police at Peoria, working with special agents of the C. & N.-W. Ry. Co. and those of the P. & P. U. Ry. Co., have made other captures. They also found a woman living near the yards who had no less than 800 bushels of grain in her possession, which she claimed to have obtained by sweeping



SELF-OILING RIGID PILLOW BLOCK.



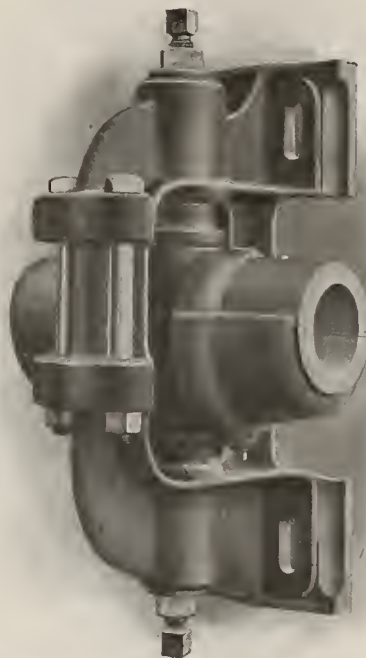
RING-OILING RIGID PILLOW BLOCK.



RING-OILING BALL-AND-SOCKET PILLOW BLOCK.



SELF-OILING RIGID POST HANGER.



RING-OILING BALL-AND-SOCKET POST HANGER.



RING-OILING BALL-AND-SOCKET BRACKET BOX.



DOUBLE-BRACE RING-OILING DROP HANGER.



SINGLE-BRACE RING-OILING DROP HANGER.

A PART OF THE "S-A" LINE MANUFACTURED BY STEPHENS-ADAMSON MFG. CO., AURORA, ILL.

a modern gasoline or steam engine is used with elevator legs carrying 2,000 to 4,000 bushels per hour.

All these increased demands on the working machinery in a grain elevator naturally require heavier and more substantial bearings, shafting and couplings, and, in fact, everything connected with the power transmitting equipment of the house. The economy, efficiency and capacity of any grain-handling plant is naturally dependent to a certain degree upon the kind of bearings used. This demand for a high-grade line of bearings

patterns, to meet all of the requirements of the heaviest work in modern elevators. This entire line of bearings is made with heavy frames and all necessary adjustment features. The ring-oiling bearings are provided with large oil chambers, and will run for weeks without refilling. A high grade of anti-friction metal is used for babbiting all bearings.

The company has recently issued a large catalogue which gives full dimensions of this superior line of bearings, and invites correspondence from mechanical engineers, superintendents or owners

the empty grain cars. The railroads and elevator men will put a stop to this practice by a formal order forbidding sweeping.

At Duluth a similar gang of boy thieves was recently broken up by the police, who claimed to have obtained the grain found in their possession by sweeping it out of empties. They were fined and sent to the county jail.

At Kansas City a single car of wheat was tapped to the extent of 150 bushels by seven boys, who, when arrested, were trying to find buyers of their plunder. The boys were not punished.

TEXAS GRAIN DEALERS' ASSOCIATION.

The Texas Grain Dealers' Association held its sixth annual convention at Fort Worth on May 20 and 21. In six years the Association has grown from a bunch of about fifteen dealers to a strong, healthy organization of about 140 members.

The meeting was opened by an address of welcome by John F. Lchane, mayor pro tem., and the response was by J. Z. Keel of Gainesville, first vice-president.

The annual address of President G. J. Gibbs of Clifton was extempore, or, at least, an unwritten review of the year's work of the Association. One of its most valuable features, he contended, was its system of arbitration, which had been the model upon which subsequent association arbitration systems had been modeled, including the appeal system of the National Association.

Dallas having invited the Association to make that city its permanent headquarters, Mr. Gibbs advised the Association not to appoint any permanent headquarters, believing it better policy to move the meetings from town to town to suit the occasion. As a thought in point, he said that if a bumper grain crop was made in Texas, no doubt a good many of the members would prefer to go down to Galveston and find out just how big a grain crop is handled, and he maintained that there was a great deal of information which would be valuable to the members, which could be had at Galveston. He stated that he would retire shortly as president and a member of the organization, his intention being to withdraw from the grain business to follow other pursuits, and he felt that his advice along this line would be from an unselfish standpoint and for the interest of the organization, which was dear to him.

The report of Secretary H. B. Dorsey of Weatherford was read as follows:

We had, at the beginning of the fiscal year, May 19, 1903, 144 members, reinstated 3, new members 25, total 172; resigned 26, deceased 1, suspended 1, expelled 2, total 30, leaving a net membership this date of 142. When the conditions for last year are considered, it being an exceedingly dull season because of the fact that last year's crop in nearly every section of the state proved to be just about equal to the demand, with few exceptions, it followed that there was very little business for the grain dealers. There was no surplus to ship out and no demand for shipping stuff in, and when these conditions are considered I regard this as a good showing for the year. I am pleased to advise that of the twenty-five resigning, without an exception, it was on account of their retiring from the grain business.

FINANCIAL STATEMENT.

Receipts.	
Cash on hand at close of last fiscal year...	\$ 527.66
Received membership fees this year.....	250.00
Received from dues this year.....	1,760.75
Received from dep. fees in arbitration cases	297.10
Received from advertising.....	30.00
Received from members' contributions for World's Fair fund.....	200.00
Total	\$3,065.51
Disbursements.	
Expense of arbitration committee.....	\$ 105.25
Refund dep. fees in arbitration cases.....	162.10
Postage	218.00
Printing and stationery	49.95
World's Fair fund.....	200.00
Extra allowance made to secretary at Houston meeting by executive committee for prior year	150.00
Allowance made to President Gibbs by executive committee at Houston meeting..	25.00
Allowance made to Judge George A. McCall at Houston meeting by executive committee	50.00
Long distance 'phone and telegraph bill...	68.00
Expense of delegates to National Association	57.30
Dues to National Association.....	140.00
Express charges	4.85
Exchange	2.00
Secretary's salary May 1, 1903, to May 1, 1904	1,200.00
Traveling expenses officers and executive committee and other incidental expenses.	203.61
Total	\$2,636.06
Balance on hand	\$ 429.45

I have endeavored to keep the membership advised through circulars as to matters affecting the members and the Association, hence it leaves very little for me to say in this report, though I am pleased to state that the best information I have, not only from this state but from outside points, is that the grain trade has confidence in our Association and its members, and we should use our best efforts to maintain this good standing. The arbitration feature of our Association is highly regarded by the grain trade generally and is being liberally used by a great many of our members and outsiders.

At our last meeting we amended our Constitution and By-laws, permitting appeal to the executive committee by members of our Association where one arbitrator dissented and to the National Association by non-members. I believe it would be to the interest of the Association to amend our Constitution and By-laws further by permitting an unconditional appeal from the arbitration committee to the executive committee, or to the Grain Dealers' National committee. I believe this would be to the interest of the Association and would be the means of getting some parties to arbitrate who now refuse.

I desire to impress upon the members the importance of co-operation. I believe that it is the duty of each member when he learns anything regarding a party with whom he had dealings, which shows that that party is unworthy of the confidence of honest people, he should advise the secretary so that the secretary can advise the members, and in this way we can assist in protecting each other against unworthy parties; and when the secretary asks for information regarding crops or any other information, the members, for their own benefit, ought to respond promptly. It has always been my desire to serve the members in the best possible manner, but you understand the greater the co-operation among the members the greater the benefit to our organization.

The resignation of G. J. Gibbs as an active member was received with regret, and on motion of G. C. Mountcastle of Fort Worth, Mr. Gibbs was made an honorary member of the Association for life, without dues.

The following committee on resolutions was appointed: E. R. Kolp of Fort Worth, C. F. Witherpoon of Denton, and J. G. Jones of Wichita Falls. Adjourned.

AFTERNOON SESSION.

The afternoon session of May 20 opened with the second annual report of the arbitration committee, read by W. O. Brackett:

During the twelve months just passed there have been filed with your arbitration committee 74 claims aggregating \$9,234.87. Of the above number 60 have been disposed of and 14 are still pending. Of the claims disposed of 31, amounting to \$5,702.82, have been settled by arbitration direct and 14, amounting to \$853.45, have been settled by compromise between the parties. As the compromises were brought about entirely through the efforts of the arbitration committee, it may be stated that the committee has secured a satisfactory settlement of a total of 41 claims, amounting in all to \$6,556.27. In 15 cases, involving \$1,475.83, the parties against whom claims were filed refused to arbitrate, although every effort has been used in all cases to secure satisfactory settlement.

The committee would call attention to the fact that while the total number of claims filed during the last year was over \$1,000 greater than that of the year before, the amount of claims settled is over \$3,000 greater, while the amount of the claims involved in refusals to arbitrate is over \$2,500 less than such amount last year. The above figures would indicate that a greater number of differences have been submitted to the committee, while a larger proportion have been amicably settled through its efforts than heretofore.

The committee would again call attention to the fact that the majority of misunderstandings brought before them arise from careless and imperfect confirmation of trades, and we cannot too strongly urge the importance of strict attention to these details with a view to the avoidance of disputes. In view of the imperfect facilities at many shipping points and the absence of official weights and inspection, receivers cannot be too careful in the inspection of shipments on arrival, so that they may know absolutely what they are getting and whether terms of contract have been complied with while the grain is still on the track. The committee has had to decide several cases where disputes arose on account of consignees unloading cars without inspection and then undertaking to secure protection long after the shipment had lost its identity. The understanding and observance of proper trade rules on the part of shippers would remove many of the causes for disagreement and

the adoption of some such code cannot be too strongly recommended.

Referring to the number of claims compromised through the efforts of the committee, the question strongly suggests itself whether it would not be better policy and conducive to more harmony if greater liberality were practiced by litigants in the direction of compromise before the cases are placed in the hands of the committee.

Eugene Early of Waco opened a discussion of the cash system in the grain business with a brief paper entitled, "Reasons why Drafts should be Paid on Presentation." He called attention to the fact that in all grain markets grain is cash—no one would think of trying to do business on any other terms—payment of draft on arrival and inspection of the grain. But Texas shippers, he said, have long submitted to terms made by the buyer. He admitted there were many merited rejections of grain, because the grain business in the state has been conducted in rather a slipshod and unbusinesslike manner, but on the other hand there were a great many unmerited rejections. On a declining market it is an easy matter for the buyer to say that the goods are not up to representation or the sample, but it is remarkable that in the twenty-five years' experience he had had in the grain business, he had never had a rejection on an advancing market, but had a great many on a declining market. In the old days, when there were few dealers, there was little trouble, but now the state is full of wildcat dealers, who are often assisted in their crooked business by the banks. When a draft is presented and not paid, the bank holds it until the car arrives at some outside station; then if the party there accepts it and pays for it, the party who ordered the grain from the original dealer in the grain section pays the original draft; but should the last buyer conclude that the market has gone down or has had some lower price from another party by the time the car arrives, he simply states that the goods are not satisfactory; and the dealer to whom the grain was first sold is immediately advised that the grain shipped to some little station had been refused there and that disposition had better be made. Mr. Early charged that some banks in the state had their special friends whom they allow as buyers to detach drafts drawn and attach them to original bills of lading, send to some other bank for collection, and when paid remit to the original shipper. He said that it took him sometimes from twenty to thirty days to get money on drafts, although they may have been paid on arrival of car. Mr. Early advised shippers to cease dealing with men who did not pay drafts on presentation as the only way to get rid of the nuisance complained of.

H. Waldo of Collinsville called attention to the fact that Texas dealers do not ship hot corn, and therefore expect their drafts to be paid on presentation and not to await the frequent long delays in transit, or the uncertain action of some customer, say in Mississippi. But someone says, "It is owing to whose ox is gored." This season I'm shipping in and not shipping out. I'm consigning no oats to the Southeastern states, I'm dealing largely in Northern corn; consequently I indorse the practice of paying on arrival, or, at least, I demand the privilege of smelling around a car before paying the draft. To this let it be said that in this season of great risks, buy from the North only upon grade certificates, deal only with reliable and responsible firms—with men who you know will make good your loss or refund your money, if grain arrives out of condition. Abide by the golden rule, "Do unto other grainmen as you would have them do unto you; pay your grain drafts on presentation, and preserve your credit."

In a paper on "Official Weights and Grades," W. L. Keel of Gainesville in a short paper called attention to the difficulties in the way of securing these things. First, and chiefly, considerable grain is shipped in sacks; second, there are six chief gateways through which grain passes; third, grain sent to the Southeast should be inspected at Memphis, Vicksburg or New Orleans. However, the old method of selling by sample must pass away, because it is almost impossible to have grain

equal to sample on delivery, no matter how fair the sample when the grain is started.

E. A. Turner of Van Alstyne offered the following plan for surmounting the difficulty:

Elect or appoint a supervisor, he to appoint under oath as many deputy weighers and inspectors as each town or city may require in the state of Texas for this duty.

My idea is that any member of the Texas Grain Dealers' Association may have a deputy weigher and inspector appointed by the supervisor, whose certificates are to be official on all sales or purchases in this state unless otherwise stated or agreed upon. And in case of a difference of opinion or a dispute arising on the deputy's certificates of weights and grades and objection by the consignee, both parties can submit samples and evidence to the supervisor, whose decision may effect a compromise, otherwise their recourse may be through the arbitration committee, the same rules and methods to govern as do with respect to all other claims of this Association.

Any member who may employ a deputy weigher and inspector will be required to pay all expenses for the services of such deputy. In case the services of any deputy at any time should become unsatisfactory to the supervisor through general complaints of members, after a thorough investigation of his official records the supervisor should request the resignation of such deputy, if found incompetent or unworthy to hold the position he has.

These deputy weighers and inspectors should be competent and thoroughly familiar with the different grades of grain, that their inspection may give general satisfaction to all concerned, whether members or non-members of this Association, and most of all, they should be careful to give correct weights, and thereby make a system to be appreciated.

By appointing or electing our secretary supervisor of weights and grades, he would have a better opportunity to keep all of the members of the Association posted as to the general satisfaction given by the different deputy weighers and inspectors. In case of any complaints of weights or grades, it would be well for each one to promptly notify the supervisor that he may be in position to immediately call the attention of such deputy to the complaints, and in this way a great many annoyances to the grain trade in general with respect to weights and grades in this state might be eliminated.

J. A. Hughes of Howe complained of Kansas City weights and grains, but hoped to see established a system by which Texas grain may be sold anywhere on Texas certificates of weight and grade.

G. C. Mountcastle of Fort Worth said there was a need for more terminal elevators and more competent inspectors.

W. W. Andrews of Fort Worth favored inspection in transit. He wanted a grade committee on Texas oat samples. He thought there should be inspectors stationed at leading railway cities like Gainesville, Sherman, Texarkana, Fort Worth, Dallas, Houston and San Antonio.

On motion of W. O. Brackett of Sherman a committee of three was appointed to devise a plan for securing better weights and inspection, said committee to report at a called meeting of the Association two months hence. President Gibbs appointed as members of said committee Messrs. Brackett of Sherman, Andrews of Fort Worth and J. T. Stark of Plano.

George A. Stibbens of Chicago, secretary of the Grain Dealers' National Association, was invited to address the Association. Most of his speech was devoted to a discussion of public weights and inspections. He said that the pressure brought about by grain dealers' associations had improved the conditions within the past few years in the grain centers, and that the public supervision of weights had brought about a great change for the better. He thought that the public weights and inspection department should be free from politics and should be handled as much as possible by the boards of trade and other commercial organizations of the country. He was emphatic in his statement that the service was very inferior where politics entered into the service. He said that where politics cut figures in appointments the inspectors were rigid in "in" shipments and very rigid in "out" shipments. He advised that if a state inspection department was inaugurated to free it as much as possible from politics. He said that grain dealers and shippers would not object

to a fee of from 25 to 50 cents per car if they could receive accurate and reliable weights.

Mr. Kelso of this city read a paper on "The Relation of the Texas Grain Dealers to the Texas Millers," which was ordered copied and put into the hands of the Texas Millers' Association.

P. T. Andrews of Waxahachie and W. H. Wingo of Willis Point read papers on the question, "In what has this Association failed to improve undesirable conditions affecting our grain trade, which existed prior to our organization or arisen since, and what are the remedies?"

EVENING ENTERTAINMENT.

At 6:10 p. m. the dealers took trolley cars to Handley and Lake Erie Park, where a Texas barbecue, or al fresco dinner, was served to about 300 persons. The menu was excellent, and the colored artist who presided over the barbecue pit was voted a culinary genius. Meats and fowls of various kinds were served with the usual accompaniments and discussed with apparent relish. Capt. B. B. Paddock was toastmaster and several brief responses were made to requests for speeches. The guests were invited after dinner to the pavilion, where an orchestra and the dancing floor were placed at their disposal. Several couples danced a few sets, but the majority enjoyed the promenade or sat around the cool pavilion smoking good cigars and "talking grain." The return trip was made at 9 o'clock.

SATURDAY MORNING—SECOND DAY.

The dealers were out early, and by 7:30 were aboard trolley cars for a visit to the packing houses at the stock yards. At 10 o'clock they were in town again and ready for business, Levi B. Belew of Pilot Point opening with a paper continuing the discussion on the Association's work begun the day before by the papers of Messrs. Andrews and Wingo. After referring to some of the accomplishments of the Association, he said:

If I should confine my theme to one subject alone it would be "Eligibility to Membership." We are too careless. This is the keynote, and on it depends the ultimate weal or woe of this organization. We have greatly overlooked this feature. We have been too zealous in securing names to add to our roll of members, without a careful investigation. We should not desire anyone for a member of our Association who does not at home bear the reputation of a man of honor and integrity. We have adopted the policy that if a man is in the grain business, even though we know he is unreliable and disagreeable to deal with, yet we can better control him as a member. By a little research we find this rule will not work. Look at the list of suspensions and you can better understand the result. The executive committee in a measure is at fault in this; but not entirely so, for in the beginning of this organization, in order that it be not too burdensome on the members, we were very desirous of a greater number on our roll.

Another matter which is discouraging to us is that we are not careful as to whom we deal with. If we would cease to buy from the cheapest man, and confine our transactions more or exclusively to members of our Association, its influence would work wonders in many ways. The complaint of dull business, of a general unsatisfactory state of affairs with the grain dealers, is common on every hand. There is a cause for this general depression, and I regard a combination of evil practices the cause. The disposition to do business for nothing in order to take a deal away from your competitor, the utter disregard for the rights and privileges of other dealers in buying and selling, marks the beginning of complaints of unsatisfactory conditions of business. We cannot in any way improve our conditions quicker and with less labor than a little effort on our part to attain a better understanding with our neighbors.

The item of payment of drafts alone can be improved upon to such an extent that it will lift quite a burden from every member. My custom has been to deliver all grain drafts with bill of lading attached to our banks for collection, which means "pay on arrival;" consequently we receive no deposit until the car has arrived, and we pay interest to the bank until this item is reported paid. My remedy is that we adopt a policy and try to establish the custom to make all drafts payable on presentation, and then the bank will take same as a cash item.

Another evil which appears just here is the custom of some of our members having arrangement with their banks whereby they are allowed a bill of lading, to be taken up without payment of draft, and attach their draft to bill of lading and forward

to their customer, and in the event their customer rejects the car (generally on account of a decline in the market), then this gentleman wires us like this: "Car oats shipped by you to Orange rejected; held subject to your order; advise disposition." You are all familiar with the outcome and expense of the telegraphic correspondence which ensues. This is all wrong, and should be stopped.

We all know that it is a very easy matter to object, to point out defects in policies, as well as in men, but to present the remedy is not always at hand. What our own experience and observation has been, so will our ideas be as to the defects in our organization and suggestions of remedies.

Another matter which has greatly militated against our Association is the many misunderstandings over deals and contracts, which has heretofore placed much unnecessary work upon the arbitration committee. This can be remedied by our establishing a code of grain trade rules, and we will find that the result will do away with much trouble of this character.

Speaking to the same subject of membership in the Association, J. T. Edwards of Dallas said in part:

It should be the province of this Association to encourage and promote production of cereals in this state until the Lone Star State will not only lead all others in the production of cotton and of cattle, but will also be known throughout the wide world as a great grain-producing country. This result can be hastened by the work of this Association, and the success of its efforts will depend largely on the individual qualifications of its members. They should be wise, but not wilful; shrewd, but not sharpers; progressive and wide-awake, but withal honest and reliable—men whose words are as binding as their bonds.

The grain business is somewhat peculiar. Excepting possibly cotton, there is no other commodity in the commercial world subject to such rapid and wide fluctuations in value, making the dealer's profit a regular "Jack-in-the-box;" and to secure his profit while he sees it, the successful trader must avail himself of the most advanced method of rapid communication, and hence a very large number of our contracts are first made by telephone; and large deals, involving immense financial obligations, are often assumed without an iota of evidence between the contracting parties except their verbal agreement over the 'phone. True, it is the custom to confirm these contracts by letter, but the market fluctuations are so much more rapid than the mails that the buyer cannot afford to wait for the post to bring him his confirmation before proceeding to sell what he has bought. On the other hand, the seller may not have in stock all that he has sold, and runs great risk of loss by waiting for written confirmation to reach him before purchasing the goods to cover his contracts. Thus it is that our business is necessarily based largely on the confidence we have in those with whom we deal, and I am glad to say that since this Association was organized very few who have been admitted to membership have shown themselves unworthy of this confidence, and they have been promptly dropped from our rolls.

It was not my good fortune to be present at the organization of this Association, though I joined it shortly afterward, but it is my impression that it was the intention at the beginning to limit membership to the regular and reputable grain shippers of Texas and Indian Territory. At that time the regular shipper was worried no little by a pestiferous set of fellows [known as scoop shovelers]. As a gentle hint to those fellows that they were not in on this deal and were not wanted in these councils, the organizers of this Association put a clause in the constitution limiting membership to those "continuously engaged in buying and selling grain." That condition does not exist to any considerable extent now, the scoop-shoveler having been put out of business, mainly through the efforts and workings of this Association, and the business has settled down into the hands of regular and reliable business men, though a great many of them are not "continuously engaged in buying and selling grain." The result is that this clause has been more or less ignored in recent years and some of our best members now belong to this class which could not be admitted under a strict construction of the constitution.

I would therefore suggest that the word "continuously" be stricken out. If we were in an exclusive grain-producing section, like some of our friends farther north, it might be well to have a "rock-ribbed and iron-bound" constitution, limiting membership to those who are continuously in the business and have their money invested in elevators and other appliances for handling it, but conditions are different in Texas. Our state raises a diversity of crops and most of the people who handle grain are also engaged, at least part of the time, in some other business; very few being continuously in the grain trade all the year around and having any considerable amount of money invested in the necessary equipments for handling that ex-

elusive business. The larger our membership, if composed of the right kind of people, the more power and prestige it gives us and the greater the influences we can wield in our efforts to bring about any reform or improvement that may be for the welfare of the business.

Our present membership is composed mostly of shippers, and there are others of the same class who ought to be enrolled with us; but why not try to also enlist more of the people to whom we sell? They share largely in the benefits of our work and why should they not contribute a little of their time and means and intelligence to the cause?

The opportunity is here for the grain men of Texas to make their business one of the leading industries of the great Southwest. Our own state, to say nothing of Indian and Oklahoma territories, which lie at our door, has an immense and fertile area adapted to grain growing, capable of producing more than most any other state in the Union, and after supplying the domestic requirements of our people, we have the great deep-water port of Galveston right at hand, ready to furnish us the best facilities modern ingenuity can provide for exporting our surplus to the hungry nations of the world.

This Association should be the leading spirit in fostering and developing this immense business.

Upon the same topic C. F. Witherspoon of Denton said in part:

Loyalty to the Association and a thorough understanding of the constitution and by-laws, the rules and regulations governing same, which the applicant signs and promises to conform to, are, in my opinion, the essential qualifications.

I think nearly all the dissensions that we have had since our organization are traceable to this imperfect knowledge or understanding. Applicants for membership should be required to familiarize themselves with the constitution and by-laws, and there should be a clause stating that they indorse, will assist to enforce and agree to abide by them. There are but few men who, having signed such an application, will not live up to it. By this means you acquire unity of action, purpose and sentiment, that are so essential to success.

Though a member seeking admission may seem a little foxy you cannot deny him admission, nor do I think it a good idea to do so, but admit him when he has posted himself as to the constitution and by-laws and by his association and dealings with our membership you soon make a Christian of him, and upon being put to the test you will find that he contains all those essential qualifications for membership which can be covered by the one word—loyalty.

J. V. Neuhaus of Houston and E. E. Blocker of Honey Grove also prepared papers on the same topic, which were read.

On the question, "What could be done to increase and also prevent the decrease of the demand for the Texas red rustproof oats?" Edward G. Beall of Van Alstyne said in part:

I believe that this Association and its members should use more effort by insisting that our farmers improve their seed by selecting Texas red oats from black oats and all other mixtures. For we all must admit that our Texas oats have very much deteriorated in the past three years; for which many of us are largely responsible, as Kansas and California oats were shipped into Texas and sold for seed in the year 1900, and our Texas red oats are badly mixed to-day on account of it.

In quoting our Texas red rustproof seed oats to the Southeast we have not maintained the high standard of quality due our Texas red oats as compared with seed oats from other sections, as we should have done, neither have we maintained that high standing of reputation due us as members of the Texas Grain Dealers' Association, for many of us have been guilty of shipping Indian Territory, Oklahoma and Kansas oats as Texas oats, either by rebilling from Texas points or by taking Texas bills of lading from Memphis or New Orleans. All this is a grave detriment to Texas seed oats, for it creates the impression in the minds of people in the Southeast that seed oats are as good from one territory as another, when in fact we have the finest seed oats for that territory that are raised to-day. Yet by the above practices a party might buy a car of Texas seed oats, as he thought, and a car of Kansas seed oats, and yet practically all be from the same territory; all of which tends to destroy the feeling in the Southeast that has long existed that Texas red rustproof seed oats were far better than those from other states.

I believe this association should take steps to advertise our Texas red oats at the St. Louis World's Fair, both by sample and literature, as by this advertising I believe we can largely increase the demand from the southeastern territory.

Lastly, I would strongly insist that there is nothing that will create so strong and stable demand for our Texas oats as to buy them at a price on a parity with northern oats, for we must realize that the production of our Texas oats has exceeded the seeding demand and that we must look to the feed

and export trade for a large proportion of our sales of Texas oats. When this is done, there is no reason why we should not be to-day enjoying a good export trade to Cuba and other countries, as we do with wheat and corn, in which we must meet the price of northern oats.

A paper on the same topic was read by W. O. Brackett of Sherman, who took the position that the conditions surrounding the finding of a market for Texas oats appears to have changed in recent years; and he was of the opinion that unless some adequate remedy for existing difficulties can be found, one of the most valuable branches of the grain business threatens to dwindle to extinction and serious harm will be done to the agricultural interests of the state. He said that Texas is in danger of losing its position as a source of supply for the oats demand of the Southeast, and of finding herself debarred from her chief outlet, without which her surplus, if any, could not be disposed of to profitable advantage. Business in the Southeast must be based on what the West is doing or pass from the Texas grain dealer forever. The "perennial bullshiness" of the Texas dealer must be sternly suppressed and laid aside, with other foibles of pre-association times, and he must wake up to facts and get down to business. Unless drastic reforms are speedily adopted in several respects, the Texas grain dealer cannot hope to stand for long, even on equal terms with competitors in other territory. He thought that too many dealers have for present gain introduced substitutes for red oats into the country, which, when planted, have brought forth mongrel grades of oats that are no more true Texas oats in the old sense than if they came from California or from Illinois direct. He maintained that Indian Territory and Texas oats had been shipped to southeastern markets as genuine Texas oats by carefully devised methods of billing, designed to avert suspicion, and the miserable results from the planting of such stuff stand now charged against the genuine Texas oats and must surely be atoned for.

E. G. Beall of Van Alstyne also read a paper on the same topic and to much the same effect.

E. R. Kolp of Fort Worth and Jules Jockusch of Galveston submitted a set of trade rules for the consideration of the Association. They were not read, but were referred to a committee to consider them and report to a special meeting of the Association, to be held two months hence. The committee to whom the rules were referred consists of Mr. Jockusch of Galveston, W. W. Andrews of Fort Worth and J. T. Stark of Plano.

Frank Kell of Wichita Falls started a discussion of the boll weevil pest of Texas, which he thought was of so much importance as to demand the creation of a commission to take charge of the matter. On his motion a committee of three was appointed to memorialize the next Legislature along this line. J. P. Harrison of Sherman and Eugene Early of Waco were appointed as said committee.

Mr. Kell also referred to the movement on foot to strengthen the authority and power of the Interstate Commerce Commission. He felt that one of the greatest benefits that could accrue to the Association would be in securing more authority for the Interstate Commerce Commission. He was in favor of extending that body's authority until it was similar to that of the Texas commission, though not to the extent that the Texas commission goes. He did not believe that it would be possible for the Interstate Commerce Commission to fix rates all over the United States, but he believed that the Interstate Commission should have authority to say when rates were excessive, and be given the power to amend the rates and force the railway companies to let the commission inspect their books, which latter contention was meeting, he said, with the favorable views of the courts of the country. Efforts to secure legislation along the line he suggested had been made, but had always been defeated. He said that if the Commission was given the authority to say when a rate was too high that it would go a long way toward regulating rates, as is done in Texas. He believed that Texas was enjoying the lowest rates for the mileage traversed of any state in the country. He believed

that the Texas commission was not only a benefit to the shipper and the producer, but to the railways in the state generally. Some of the trunk lines may not have enjoyed the greatest satisfaction from the commission, he said, but generally speaking the railways were benefited by the state commission. He admitted that he was a convert to the state commission idea, having fought its adoption with all of his ability originally, but he was thoroughly in sympathy with its purposes now, and realized that it was doing a great work for the producers and shippers of the state. He thought that it was right that a small shipper could move grain at the same rate and under the same conditions as the largest. He called attention to the fact as a result of combination of railway interests that interstate rates had advanced and he regretted that the United States government had not kept pace with the times in so far as the regulation of railway rates was concerned. The efficacy of the Texas commission law was recognized everywhere, he said, and he remarked that the Kansas Legislature would have before its next session an amendment to the law there patterned after the Texas law on the subject.

An appropriation of \$25 was made for the purpose of aiding in the work of bringing about legislation to strengthen the Interstate Commerce Commission.

The annual election of officers resulted in the choice of the following:

J. Z. Keel of Gainesville, president.

Eugene Early of Waco, first vice-president.

Levi G. Belew of Pilot Point, second vice-president.

H. B. Dorsey of Weatherford, secretary-treasurer.

C. F. Gribble of Sherman, J. C. Whaley of Gainesville and C. P. Shearn of Houston, members of executive committee.

The final adjournment at 1:30 followed. The executive committee met after adjournment and re-elected the present arbitration committee, consisting of Messrs. Brackett and Sleeper of Waxahachie and W. W. Andrews of Fort Worth.

A special meeting of the Association will be held in July to hear reports from two committees. The time and place for the next regular annual meeting will be decided by the executive committee.

VISIT TO MINERAL WELLS.

After final adjournment a special car took about fifty of the members on an excursion to Mineral Wells over the Weatherford, Mineral Wells & Northwestern Railway. They were extended a cordial welcome, and tendered a reception at the Sangura Sprudel Wells Pavilion, under the auspices of the Commercial Club. Dancing, bowling and other amusements were indulged in until a late hour of the evening.

TESTING OATS IN IOWA.

Advices from Ames, Iowa, say that the Farm Crops Department of the Iowa Agricultural College is making a test on the college farm of twenty-nine of the leading varieties of oats.

In addition to this test, Prof. W. H. Olin of this department has arranged with A. E. Cook of the Brookmont Farm, Odebolt, Iowa, for a co-operative test on a large scale of three of the varieties of oats best adapted to Iowa conditions. Six hundred acres have been seeded to oats in the Brookmont Farm for this experiment. One variety has been selected as the best oats for feeding horses and as a heavy yielder. A second variety has been selected to meet the demands for a choice milling oats, and samples of the crop will be submitted to the great oat combination to be tested for milling. A third variety was selected for good feeding qualities and high yields, it having shown a yield of 102 bushels per acre on large fields.

Prof. Olin will make a careful study of the habits of growth of these varieties, their yield and adaptation to Iowa soils, and will report through press bulletins.

Some farmers near Onida, S. D., finished gathering 1903 corn about May 1.

T. B. MARSHALL.

The site occupied by the elevator shown in the accompanying engraving has carried an elevator since 1861. The house built in that year was, however, burned in 1901—a house as primitive in design and appearance as the building shown in the left foreground of the present picture. When, however, that structure disappeared in smoke, T. B. Marshall erected on its ruins the house shown on the right of the picture.

This elevator is 36x42 feet on the ground and



T. B. MARSHALL, SIDNEY, O.

73 feet high, has nine cribs with 1,600 bushels' capacity each, with a crib attached that will hold 6,000 bushels of corn. The building is iron-clad. The equipment is a 50-horsepower boiler, 35-horsepower engine, 400-bushel corn sheller, 200-bushel hopper scale, and an Ideal Car Loader, in fact, a first-class small elevator.

Mr. Marshall, who is an old soldier and has been assistant adjutant-general of the G. A. R. Department of Ohio, recently formed a partnership with J. E. Wells & Co. of Sidney, O., who will hereafter operate this elevator as well as others at Sidney and Quincy, O. The Kirkwood elevator will be in charge of "Chris" E. Harmony, as Mr. Marshall has removed to Sidney to assist in the general management from the head office. His partners are: J. E. Wells, E. T. Custenborder and W. H. Persinger.

THE FORT WILLIAM FIRE.

The fire at Fort William, Ont., on May 12, which destroyed Elevator B of the Canadian Pacific Railway system, did not cause as great money loss as might have been expected, the house containing only about 200,000 bushels of grain, while the structure itself was an old one, although of 1,500,000 bushels' capacity. Nor did the fire cripple the system nor interfere with loading, there being grain in other houses to fill loading orders, while, by installing electrical power, Elevator E, which, it was thought, would be put out of commission by the burning of "B," was started on May 16.

Elevator B had a good reputation as a working house, holding the record for Fort William elevators by loading out from 35,000 to 40,000 bushels per hour. The elevator was put up in 1888 and was a model house for that day. It was of wood, all in one building, with its machinery at the top, as is still usual.

It has been announced authoritatively that the house will be rebuilt; but, in doing so, the original plan of the elevator will, of course, be abandoned, the design of the new structure being for a fire-proof working house, with, say, 500,000 bushels'

storage capacity, and a series of steel, tile or cement storage tanks connected with the working house by the usual conveyor system for filling and emptying. It will be ready for use next fall.

MINNESOTA FARMERS' EXCHANGE.

The Minnesota Farmers' Exchange at a recent meeting at St. Paul made another attempt to absorb the various farmers' elevator companies operating in that state. C. E. Jackson, who has been conspicuous in this kind of effort for several years, including, if we remember rightly, the abortive movement which a few years ago extorted from the state legislature a lease of a state elevator site at Duluth for the erection of a monster public elevator for the sole use of the farmers' elevators—a terminal house that was, of course, never built—is head promoter of the Exchange. His plan is to sell the stock of the Exchange to the farmers' companies, and when \$25,000 has been raised in this way the Exchange will begin a grain-handling business at Minneapolis. Ten per cent commission will be allowed for sales of this particular kind of lithographs. At the St. Paul meeting, quite vigorously advertised in advance, only about half a dozen representatives of the cooperative elevator companies were present—they are, perhaps, not so many "kinds of a fool" as they might appear to be. The Exchange itself is capitalized at \$500,000, and the inland elevator companies are expected to take blocks of stock of \$500 to \$5,000 each.

INSPECTION IN CANADA.

Canada has government inspection of grain, a system the Corn Exchange Association of Montreal has petitioned the government to abolish east of Fort William in order to let the inspection be controlled and regulated by the seaboard boards of trade, as in the United States east of Illinois.

It is hardly likely the government will consent to such abrogation of a function—even democratic governments never voluntarily restore to the people a power or function they have seized or obtained by consent. Moreover, on May 16, Sir Richard Cartwright introduced in the Ottawa parlia-

ment a bill to consolidate the amendments hitherto made to the inspection act, and with some modifications reenact the law.

Another feature is that east of Fort William the Board of Grain Survey is subordinated to the chief inspector of eastern Canada. Any dispute between buyer and seller may be appealed from the inspector to the Board, and then on to the chief inspector, who might be biased in favor of his subordinate. In the West, on the other hand, the Grain Survey Board is the final authority. Grain men at Montreal cannot understand why it should not be the same there.

The trade at Montreal further object to the clause preventing the reinspection of Ontario wheat at Montreal, claiming that such grain must generally be sold on Montreal certificate.

The rule against mixing grain in public elevators is also objected to, it being held that mixing is necessary to the interests of both buyer and seller, and that if it is not done in public elevators, private ones will be built for the purpose.

It is also recommended by the Corn Exchange that No. 2 white oats should weigh 33 pounds to the bushel, instead of 34, as provided in the bill, and No. 3, 31 pounds instead of 30; also that a new grade, No. 4 white, be added for grain not as clean as No. 3, and weighing at least 28 pounds to the bushel. No provision for such a grade is made by the bill.

Montreal has presented these objections and suggestions to the Ottawa government, whose object in the bill referred to is undoubtedly to unify the law and to create ideal conditions so that the export grain will always prove at the outturn abroad equal in all respects to the inspection certificate without the taint, so odious to certain doctrinaires, of mixing in transit.

MAY WHEAT.

Theo. H. Waterman, the miller of Albany, N. Y., who bought for May delivery all the contract wheat in Chicago, was not a new figure in the market by any means. He has been there before, and made money, as his father did before him. His wealth is estimated as at least of the seven-figure order. He does not pose as a plunger, but is a miller—a consumer of wheat, the supply of which he now finds none too large for the demand that will be



ELEVATOR OPERATED BY J. E. WELLS & CO., AT KIRKWOOD, OHIO.

ment a bill to consolidate the amendments hitherto made to the inspection act, and with some modifications reenact the law.

One feature of the bill—which is very lengthy, and includes definitions of all the legal grades of wheat, corn, oats, rye, barley, peas and buckwheat—is that it hands over the responsibility of selecting standards for the inspection of Canadian grain to inspectors appointed by the government. Heretofore this work has been done by the Grain Standards Board. The Board will continue to exist, but its duties will be restricted to the preparation of commercial grades which, as a matter of

made for old wheat before, the growing crop is ready to mill.

Just how long of May wheat he was does not appear; but the amount is estimated at 500,000 to 1,000,000 bushels. Deliveries to him on May 31 were 360,000 bushels. He took no advantage of the shorts, but settled with all at a fair price, so that the squeeze—or deal—closed as one opens a cold bottle with his thumb on the nozzle.

The Minnesota Grain Inspection Department has 215 men on its payroll, drawing \$17,576.93 in salaries monthly.

ANNUAL MEETING OF IOWA GRAIN DEALERS' ASSO- CIATION.

Grain dealers of Iowa met in annual convention at Des Moines, on May 17 and 18; elected officers and transacted such business as ordinarily comes before the annual meeting.

President J. A. King of Nevada called the meeting to order in Commercial Exchange Hall at 2 p. m. He said he was pleased to see such a good number of dealers present and extended a hearty welcome to both members and non-members. He hoped the program would please everyone. He then read his annual report as follows:

Another year has passed and we are assembled in our fourth annual meeting. In taking a retrospective view of the Iowa Grain Dealers' Association do we discover achievements accomplished during the four years of our existence as an Association of sufficient benefit and importance to constitute a satisfactory result of the efforts and money expended? The answer must be undoubtedly and positively in the affirmative. It seems safe to say that all of the members agree with me in that conclusion, for the reason that our membership has continued to increase during the past year and there is not one dollar of delinquent dues or assessments against any member of the Association. While the amount necessary to be paid by each member is not large, it would not be promptly and cheerfully paid unless it could be seen that the money so paid is a good investment.

In the beginning of our Association work a considerable number of the members appeared to believe that unless some objectionable condition existed in their immediate locality which was greatly detrimental to them individually, and that such condition was removed by the influence of the Association, they were receiving no real benefit from the organization, and consequently had serious doubts about the advisability of contributing time and money to its support. However, as the work has progressed and it is made manifest to all that the considerable improvement in many conditions affecting the grain trade in a general way is of larger benefit to each dealer, the conclusion is reached that there were more important matters affecting the grain trade to the detriment of those engaged in it than were local troubles. Besides, it is becoming more evident as time passes that the removal of the larger difficulties and the correction of the more important bad methods and conditions have a marked influence on eradicating the lesser and more local difficulties.

At the time the Association was organized we had in mind such matters as affected each of us personally. The horizon of our vision was limited, as applied to the grain trade; but as we progress in the work we have a wider range of view. The first thought was more especially of local matters. Now we have taken into consideration matters of a wider scope. As our work has been broadened our influence for good has increased, and the benefits to our membership have become greater.

At the time of our organization there was adopted as defining the objects of this Association the following article:

"The object of the Association shall be the protection of its members from unfair treatment, the establishment of uniform lawful rules to be observed by the members, and the promotion of friendly relations between the legitimate dealers of the state."

The objects therein named are sufficient for the basis of a large and beneficial work; but it now seems wise to go beyond that definition to broaden the scope of our efforts in the hope that they may result in benefit to ourselves and to others. The endeavor to promote friendly relations between the dealers has succeeded beyond the expectations of the most sanguine. The friendships renewed and the acquaintances made by the dealers with others have been exceedingly pleasant and quite profitable. Much of the bickering, and I might say animosity, of former days has been eliminated from the trade, making the conduct of the business far more pleasant and more enjoyable. The purpose to protect our members from unfair treatment has resulted in many instances in much good locally, and through the efforts of this organization, and partly in connection with other associations, there has been caused the discontinuance of many and a decided improvement in other objectionable methods at terminal markets.

Numerous rules and regulations have been adopted by the trade so that the business is being transacted on a more nearly uniform basis than ever before. So that the objects of the Association as declared at the time of the organization are quite largely realized. But in order that we may continue to enjoy the fruits of our labor here-

tofore done it is necessary that the vigilance be not abated.

At the same time, the effect of the Association work already done has placed many matters in which the trade is concerned in such shape that some attention may be given to other things. By the influence of this and other associations the grain trade has been raised to a higher plane; objectionable conditions and methods that were accepted as a matter of course in recent years would now cause great surprise if countenanced or practiced by a member of an association. While it is true that conditions pertaining to the grain trade are not yet perfect (that would be too much to expect), they are greatly improved; and it is a matter for congratulation that association work has accomplished so much in this direction.

In addition to the attainment in such large degree of the declared objects of our Association, efforts have been put forth in other directions for the benefit of the trade and in some instances for the benefit of those not engaged in buying and selling grain.

We have during the past year taken an active interest in our endeavor to improve the quality and increase the yield per acre of the grain to be raised in Iowa. We became greatly interested in this project because upon investigation we found that on a large part of the acreage planted to corn in this state the yield is much less than it should be, less than it will be if reasonable care is used in the planting, cultivation and the selection of seed; also that the quality is not nearly as good as it may be if more attention is given to the kind of corn used for seed. We found that the yield and quality of corn grown in this state as compared with other surplus corn producing states is not in favor of Iowa. We further learned that the yield of other grains in Iowa is less than it ought to be and less than it will be if greater care is exercised in the selection and preparation of the seed and cultivation of the land.

Iowa has soil, climate and conditions equal to any state for the production of grain, and if the farmers can be sufficiently interested to induce them to make an earnest endeavor to increase the yield and improve the quality of the grain raised, they will be greatly benefited financially, and all the people of the state will receive some benefit from the additional value of our agricultural products.

There can be no question about great good resulting from the agitation of this matter and a systematic dissemination of information regarding the best methods of increasing the products of the farm, because it must be admitted that there is room for a considerable per cent of increase in yield and improvement in the quality. We have caused to be distributed for use this season a large amount of improved seed corn in small lots, nearly a thousand farmers having been supplied with it at the expense of the members of this Association. The railroads are becoming very much interested in this matter and are taking an active part in promoting the good work. The agitation of this question and the efforts already put forth will bear good fruit, if the general interest manifested may be taken as an indication. But the movement has only begun. It is of sufficient importance to be worthy of all the energy and force we can give it. Grain dealers are in closer touch with the farmers than any other class of business men, and for that reason are better situated to render valuable assistance in carrying forward this important work. I urge upon every member of this Association to make the best effort possible to impress upon the farmers in his locality the importance and reasonableness of an endeavor to increase the yield and improve the quality of the grain. If through the instrumentality of our Association we can give aid to the endeavor to increase the value of the agricultural products of Iowa, and thus help to increase the prosperity of the people, the organization of this Association will not have been in vain, should that be the only accomplishment.

At our last annual meeting, a considerable part of the time was taken up with a lecture on corn, which was then unanimously decided as being very instructive and entertaining. At this meeting further information will be given us on that subject by Prof. Holden, and we will also have the pleasure of listening to an able discourse on the subject of "Small Grain Culture" by Prof. Olin. These gentlemen are not paper farmers. They are in the full sense practical, having acquired information on these subjects by personal application and experience. The people of the state are indeed fortunate in having such able and reliable instructors on these important subjects.

The program has been so arranged with the hope that a better understanding of the subjects may result in increasing the welfare of the whole people. Our interests are closely allied with those of the farmer. The success of the farmers of the state affects in a considerable degree the interests of all the people of Iowa, from which it is plain that whatever we as an Association may be able

to accomplish in enhancing the agricultural interests will be a public benefit.

The policy of this Association has been from the beginning, and is now, to conduct its affairs in such a liberal and unselfish manner that no part of the people shall have cause to view our work with suspicion, or to fear that we have designs on others. Much has been done by this organization to benefit our patrons, and we stand ready to insist upon all reforms that may be for the best interest of the grain dealers of Iowa and those with whom they have dealings. We stand for reasonable profits only, and will use the influence of the Association against any member who unfairly treats his customers.

Our meetings are open to the public. It is our hope that we may so conduct our affairs as to be worthy of the confidence of the people and enjoy the satisfaction of having profited others while benefiting ourselves.

Henry Wallace, editor of Wallace's Farmer, Des Moines, made an address on "Selling Grain on Its Merits," a synopsis of which appears elsewhere.

M. McFarlin of Des Moines spoke briefly on the same line, agreeing with Mr. Wallace that the grain dealer should make a difference in price between the different qualities of grain.

H. A. Foss, chief weighmaster of the Chicago Board of Trade, read a paper on "Scale Testing." It appears on another page of this issue.

As a supplement to Mr. Foss' paper J. A. Schmitz, scale inspector of the Chicago Weighing Department, gave a practical illustration, showing how to properly test scales. In making his demonstration Mr. Schmitz made use of the miniature car and track scale shown in the illustration. This car and scale were made entirely by Mr. Schmitz.

At the close of his paper Mr. Foss offered the following resolution, which was adopted as read:

Whereas, There are a great many scales used by grain shippers, which have not been tested for many years; and

Whereas, Experience has shown that in very few communities are there sufficient and reliable test weights accessible to the users of scales in those communities; and

Whereas, A large number of properly sealed test weights is absolutely essential to a proper test of any large scale, the amount of test weights needed being proportioned to the size of the scale tested; and

Whereas, The cost of such test weights is, as a rule, beyond what could be expected of individuals; therefore be it

RESOLVED, That the secretary of this Association be and he is hereby instructed to investigate the present situation with a view to locating test weights, sufficient in amount and constantly accurate in weight, at points now without them, thereby making them accessible to country shippers of grain.

Mr. Schmitz answered a number of questions relative to the ability of a dealer to test and repair his own scales. He thought it would depend altogether upon the man. The opinion seemed general, however, that a practical man should be called when the scales are out of order to make the needed repairs.

Mr. McFarlin was of the opinion that the Association should engage a practical scale man to go through the state and test scales.

F. E. Church, representing Fairbanks, Morse & Co. of Chicago, was called to the platform. Mr. Church said that Fairbanks, Morse & Co. always had a large number of test weights in stock, which members of the Association could use at any time. A very important subject, he said, had not been touched upon, and that was the foundation for the scale. Care should be taken to make this of sufficient strength if the best results are to be obtained from the scale. The scale should also be kept free from dust and dirt at all times, or it will weigh inaccurately.

W. L. Lincoln, representing the Borden & Selleck Co., Chicago, made a short talk in which he said this company had intended to send a practical man from the factory to speak about the construction of scales, but at the last moment he had been unable to come.

W. G. McDougal of Des Moines made a motion, which was carried, that the secretary be instructed to forward copies of Mr. Foss' address to the various scale manufacturers, dealers and elevator builders of the West.

President King appointed the following committees:

On Resolutions—Lec Lockwood, M. Rothschild, D. K. Unsicker.

On Nominations—L. W. Gifford, I. L. Patton, J. N. Gilchrist, B. B. Anderson.

Mr. Foss thanked the Association for the invitation to attend the meeting and for the very courteous treatment which had been shown the Chicago Weighing Department.

EVENING SESSION.

At the session of Tuesday evening, W. H. Olin, of the State Agricultural College, made an address on "Some Facts on Small Grain Culture," and Prof. P. H. Holden, head of the agronomy department of the same institution, gave an address on "Corn Culture." Prof. Holden's lecture was illustrated by stereopticon views.

WEDNESDAY MORNING.

President King called the Wednesday morning session to order at 10 a. m., and introduced J. R. Sage, director of the Weather Bureau at Des Moines, who made an address on "Crop and Weather Reports." Mr. Sage said that he would like to have the cooperation of the grain dealers of Iowa in securing better service. The grain man would make an ideal crop reporter. He invited grain dealers to correspond with him, and said he would send his monthly report to all who desired it. He requested dealers to make the fullest use possible of the crop bulletin and service. The department would also establish a rainfall station in those places where it was desired.

Secretary Geo. A. Wells read his annual report as follows:

The failure of the grain crops of Iowa last year naturally resulted in small volumes of business for the grain dealers, and it is impossible for a grain dealer to earn profit without having a certain volume of business. I often think that our farmer friends and the public fail to consider what it costs the grain dealers of Iowa to keep an open market at all times of the year at every railroad station. There are certain months of the year when the volume of business will not earn sufficient profit to pay running expenses, even when good crops are produced; but the farmers and the merchants of Iowa would consider the grain dealer almost a tyrant who would close up his elevator during the dull season or unprofitable year, when he might often do it with profit to himself, and the past year has been just such a year. The merchants, bankers, and, in fact, the public, demand an open market and expect the grain dealers to provide it; and I am sure that the grain business of Iowa during the past year has not been profitable to the dealers.

Membership.—Considering the small volume of business that has been done, it is remarkable that our membership has not decreased. This being the fourth anniversary of the Association, it might be interesting to note the growth of our membership, as reported each year, as follows: April 1, 1901, 701 elevators; April 1, 1902, 793 elevators; April 1, 1903, 888 elevators; April 1, 1904, 896 elevators. At one time during the last year, however, our membership considerably exceeded 900 elevators, but there have been several properties sold recently where the purchasers have not yet assumed membership. There have also been about twenty elevators closed and withdrawn, because of no business, and four members were suspended for non-payment of dues. Our present membership of 896 elevators is in good standing, with all dues absolutely paid and in full, and not one cent delinquent on the books.

Finances.—As shown by the treasurer's report, we have a cash balance on hand of \$2,126.86, besides property consisting of office fixtures, \$342, making the total assets to be \$2,468.86. We have made only eleven monthly assessments of seventy cents per elevator during the past year, the assessment for March, 1904, having been passed. The manner in which our members pay dues certainly indicates a high standard of character and moral responsibility, this being the third annual report in which I have had the pleasure of stating that all dues were paid in full, with absolutely no delinquents. It is certainly a record to be proud of.

Local Meetings.—During the past year I have held over fifty local meetings in the state, and I am sure that the general good results of these local meetings cannot be overestimated. Four years ago it was amusing to find so many grain dealers located at adjoining stations, a few miles apart, who had never become acquainted, and in some cases were bitter enemies, even though unacquainted with each other, as a result of an unrea-

sonable strife in competition, in which the farmers had taken advantage by misrepresentation, the result being in some localities that competition was not legitimate, but ruinous. To-day there is not a locality in Iowa but where the grain dealers are well acquainted with each other, and I believe that this work alone is well worth all that it costs the members for dues. Local meetings, however, accomplish more than that because they give the dealers an opportunity to discuss the bad methods and abuses of the trade, both at local points and at terminals, and it results in an education for the dealers. No man engaged in any general line of business to-day can assume to know it all himself, but the most successful business men are those who carefully study the experience of others and profit thereby. A general discussion of individual business experiences must, therefore, result in elevating the standard of methods, correct abuses and prevent waste along the channels of trade, all of which is a benefit to the public as well as to those engaged in the business.

Local Conditions.—The grain business may be characterized almost as semi-public, and the public usually insists that the grain dealers pay high prices, regardless of profits. The local country merchants often seem to think it good business policy to arouse agitation among farmers as against the grain dealers and force them to do business without profit. Their actions along that line are certainly not very consistent, for if you will closely examine their village ordinances you will likely find that peddlers of merchandise are required to pay a license, and I have known of instances where merchants were required to give bonds for permanent establishment of business when engaging in business in a general way, provided they could secure a store-room before the merchants had secured control of every room that was vacant, and such ordinances are prompted by the local merchants in most if not every instance.

To overburden stations with grain elevators means to increase the expense account of handling a given amount of grain, and, therefore, necessitates additional profits to pay the increased expenses. To increase the number of grain elevators at a station does not increase the volume of business, and grain dealers must naturally feel the more serious necessity of having larger profits if more elevators are operated than are consistent with the volume of business. Therefore, the old idea of the more elevators the more competition, and therefore higher prices, does not hold good, but, in fact, ultimately results in lower prices, and I can prove this statement by actual conditions that exist to-day. In other words, I insist that the interest of the farmers and the public may be best served by having only the necessary elevator facilities to handle the grain marketed at each station, and thus limit the expense account at each station. An expense account cannot be avoided in the operation of a grain elevator, no matter whether it is conducted by a line elevator company, an individual dealer or the farmers' co-operative association; and this fixed and unavoidable expense account, if computed on good business principles, stands something like this, namely: Elevator property is worthless except there is grain to be handled, and the life of the property will average about ten or twelve years. So it is good business policy to start the expense account with the item of maintenance, of

Eight per cent per annum on an average valuation, say, of \$4,000.....	\$320
Interest on the investment, at 6 per cent....	240
Salary to manager.....	750
Extra help	200
Expense for power.....	100
Interest on the average working capital, \$2,500, at 6 per cent.....	150
Insurance, taxes, etc.....	200
Total	\$1,960

The average volume of grain handled by an elevator in Iowa for a period of years does not exceed 100,000 bushels per elevator per annum. Thus you will see that the average expense account is about two cents per bushel, and that it costs the average grain dealer about \$2,000 per year to maintain an open market for the benefit of the farmers, merchants and the public.

Not long ago the representative of a farmers' co-operative elevator company called on me and desired to apply for membership in this association. He said that they could not successfully maintain their business on the plan of penalties and assessments, as provided in their by-laws, and that they desired to eliminate those features and do business on business principles by maintaining their business by earning a margin of profit. We discussed the question of what was a reasonable profit and he thought two cents a bushel above expenses about right. Subsequently I attended a meeting of about 20 of the farmers who are members of that organization. I told them that I believed the grain dealers of Iowa would be willing to contract to handle the grain for the farmers of this state on a basis of profit less than that, and that, in fact,

it was being done at a less average profit than that.

Now, the point that I am coming to is this, that there is, in fact, no necessity for any differences between the grain dealers and the farmers of Iowa on the question of profits. I am sure that the intelligent farmers of Iowa will consider favorably and concede all that the grain dealers desire, and that it is up to the individual grain dealers of Iowa to get closer to the farmers; take more interest in matters of mutual concern, such as crops, yields and quality; and that it should be the policy of the Iowa Grain Dealers' Association to conduct its work in the manner that will command the respect and approval of the farmers and the public, and, if need be, act as an arbitrator between the farmer and the grain dealer.

Terminal Conditions.—Your secretary, being chairman of the advisory committee of the Grain Dealers' National Association, has done considerable work during the past year with reference to terminal conditions, and inasmuch as I shall make a detailed report at the annual meeting of the Grain Dealers' National Association at Milwaukee in June, I will not take up that subject at this time.

Improvement of Seed Corn.—During the past year this Association has used every influence at its command to assist Prof. P. G. Holden, of the Agronomy Department of the Iowa State Agricultural College, in the work of improving the seed corn and encouraging farmers to become seed corn breeders. The active interest shown by this Association along these lines has resulted in interesting the railroads in the seed corn proposition; and, as you are probably aware, special trains were gratuitously provided to give Prof. Holden an opportunity to give short lectures to the farmers, as follows, namely: Chicago, Rock Island & Pacific Railway, a three days' trip, giving lectures at nearly fifty stations, having an average attendance of about a hundred farmers at each station; Des Moines, Iowa Falls & Northern Railway, a trip stopping at all stations on its line, with an average attendance of about seventy-five farmers at each station; Chicago, Burlington & Quincy Railway, a four-days' trip, with lectures, having an average attendance of about two hundred farmers at each station. This Association did an important work in conducting these meetings and securing an attendance of farmers, and I believe still more can be done along this line.

In accordance with a resolution passed at our last annual meeting, the influence of this Association was used to secure additional appropriations by the legislature for the Iowa State Agricultural College and Experiment Station, and the appropriations for the Experiment Station were increased \$15,000, although we had hoped to secure a much larger increase.

Seed Corn Distribution.—There are nearly a thousand farmers in Iowa who have planted about one-half acre each of high grade Reid's Yellow Dent Corn that has been distributed to them free of cost by different members of this Association, and will be grown and harvested under Prof. Holden's instructions. It is also my plan to keep in touch with these farmers by circular letters and see that the corn thus raised be kept identical for seed and certain detailed reports sent to Prof. Holden that will be useful to him. I am positive that the Iowa Grain Dealers' Association may exercise a still greater influence for good in this work.

Arbitration.—There has been very little work for the arbitration committee to do during the last year, which shows that differences between buyers and sellers do not occur as frequently as in the past. The most important result of arbitration is that it educates dealers to make better contracts and thus avoid differences. We do not hesitate to ask bidders and receivers to report any complaints against our members, and in reply to a circular letter written to them last month, asking for complaints, we have not received a single complaint.

I must confess that I feel a growing personal pride in the character and welfare of this Association, and in the work that has been done, and that to occupy the position of secretary of such an organization is indeed an honor, and I desire to express my hearty appreciation of the co-operation and good will of the officers and members.

The treasurer's report showed a balance on hand April 1, 1903, of \$2,427; dues, \$6,828.40; cash disbursed, \$4,494.08; balance on hand April 1, 1904, \$2,126.86.

S. J. Clausen read the report of the auditing committee, which was approved as read.

The report of the committee on resolutions was read by Lec Lockwood and adopted as follows:

PURCHASE OF GRAIN ACCORDING TO GRADE.

Whereas, By the able papers presented on the subject it appears that the purchase of grain strictly in accordance with the quality and condition thereof will be very influential in encouraging

Careful and scientific methods and work in raising and harvesting the grain crops; and

Whereas, The commercial grades of grain do not always permit of the sharp distinctions that should be observed in the favor of the best grades to which the producer is entitled; therefore, be it

Resolved, That the president of this Association, when in his judgment it seems necessary, be authorized to appoint a committee of three on grades, whose duty shall be the establishment of such special grades from time to time as may seem best suited to the varying qualities of crops and market conditions and the encouragement of the purchase of grain strictly in accordance with the quality thereof by the members of this Association.

PERIODICAL TESTING OF SCALES.

Whereas, The discussion of the question of scales and scale testing has developed the fact that it has not been the practice of all grain dealers to have their scales tested at regular intervals, and that they do not have the necessary appliances to make a correct and accurate test, and the expense of a test by an expert if borne individually is excessive; therefore, be it

Resolved, That the president and secretary of this Association be requested to secure the services of a scale expert who is entirely independent of any scale company, and arrange for the periodical testing of the scales of the members of this Association, and of other scales at their stations in a manner which, in their judgment, will be for the best interests of all. The tests to be made at the request of and the expense borne by the owner of the scales.

SEED CORN SPECIAL TRAINS.

Whereas, The seed corn special trains run this spring by the Chicago, Rock Island & Pacific Railway, the Des Moines, Iowa Falls & Northern Railway Company, and the C., B. & Q. Ry., to permit Prof. Holden to address the farmers personally on the subject of corn breeding, have demonstrated by the very large attendance at the lectures a profound and general interest in the subject, far beyond the expectations of the most optimistic promoters of the plan; and

Whereas, The history of corn breeding shows conclusively that the application of the science as now taught will result in a marked increase in the quantity and quality of corn grown on the farms of Iowa; and

Whereas, The success of the business of the farmer, railroad company and grain dealer depends to a large degree on the result of the corn crop; therefore, be it

Resolved, That the Iowa Grain Dealers' Association do hereby express their profound appreciation of the work already done by the railroad officials, who made it possible to run these seed corn special trains, and to Prof. Holden and each member of the party who co-operated in making them so eminently successful; that we recommend and urge the officers of this Association to do all possible to secure the further co-operation of every railroad company in the state, to the end that this good work may be continued and extended to all parts of the state.

COUNTY FARM EXPERIMENT STATIONS.

Whereas, Through the agency of our Iowa Agricultural College at Ames much has been accomplished toward improving the quality and increasing the quantity of the cereal crops of the state, and believing that greater good may be accomplished if the farming community be brought in closer touch with those in charge of the work, and to the end that the development of seeds best adapted to the local soil and climatic conditions of each county may be secured, and that all of the latest information obtainable may be promptly and efficiently disseminated to the farmers of each county; and

Whereas, The establishment of such sub-experiment stations by the counties of Sioux, Story, Marshall, Adams and Pocahontas has demonstrated the practicability and success of the plan; therefore, be it

Resolved, By the Iowa Grain Dealers' Association, that steps be taken by the officers of this Association which will result in the establishment at the county farm in each of the remaining counties in the state of a sub-experimental station, such station to be in close communication with and under the general supervision of the department of the Iowa State Agricultural College having charge of such work.

INTERSTATE COMMERCE LAW.

Resolved, That the Iowa Grain Dealers' Association hereby urge upon Congress the passage of House Bill No. 6273, Senate Bill No. 2439, having for their object the enlargement of the powers of the Interstate Commerce Commission, so that they may prevent unjust discrimination; that the officers of this Association use their best efforts, in such manner as seems to them most expedient, to assist in the passage of said bills.

GOOD ROADS.

Whereas, Good roads are of prime importance to the farmer and grain dealer; therefore, be it Resolved, By the members of the Iowa Grain

Dealers' Association, that we co-operate with any and all movements having for their object the improvement, whenever practical, of the highways of our state.

THANKS.

Whereas, All members and their farmer friends present have derived much benefit and pleasure from the addresses delivered by Messrs. Foss, Schuyler and Schmitz of the weighing department of Chicago Board of Trade, Mr. Wallace of Wallace's Farmer, Profs. Holden and Olin of Ames College, and Mr. J. R. Sage of the Iowa Weather and Crop Service Bureau; therefore, be it

Resolved, That the thanks of this Association be hereby tendered to each of these gentlemen for their very able and lucid exposition of the subjects presented by them.

Resolved, That the sincere thanks of the members of this Association be hereby tendered President King and Secretary Wells and to the governing board for their very able administration of the affairs of this body for the past year, especially for their efforts in broadening the scope of Association work. We further recommend that this work be continued along the same lines.

The report of the committee on nominations was read by Mr. Gifford, and adopted as follows:

Jay A. King, Nevada, president.

M. E. De Wolf, Laurens, vice-president.

Governing Board—E. J. Edmonds, Marcus; E. L. Bowen, Des Moines; D. Milligan, Jefferson; Phil Dietz, Wolcott; S. J. Clausen, Clear Lake.

Mr. King said that while he should have been glad to have been succeeded in office by some other member, yet he thanked the Association for the compliment expressed in his reelection and would continue to serve the Association as well as he was able to do.

A. Gerstenberg of Chicago made a brief talk, calling attention to the meeting of the Grain Dealers' National Association at Milwaukee in June, after which the convention adjourned.

SIDE LIGHTS.

R. W. Van Tassell of Van Tassell Grain Company, came up from Peoria.

C. A. McCotter, secretary, and L. R. Doud, with Grain Dealers' National Mutual Fire Insurance Co., were in attendance.

Fred Faulkner, with Chicago Grain & Elevator Co., posted the markets on a blackboard in the convention hall for the convenience of the dealers.

Emil C. Butz, with Rosenbaum Brothers, Chicago, had some useful hints for grain men in a pamphlet entitled "Harvest Hints On Barley and How to Help the Bank Account."

The scale men: F. E. Church, J. W. Higbee, L. M. Gibbs, C. H. Olmstead, representing Fairbanks, Morse & Co., Chicago; W. L. Lincoln, representing Borden & Selleck Co., Chicago.

From Minneapolis there were: F. W. Newman, J. E. Duvigneaud, F. E. Granger, B. B. Anderson and J. J. Quinn, secretary of the South Minnesota and South Dakota Grain Dealers' Association.

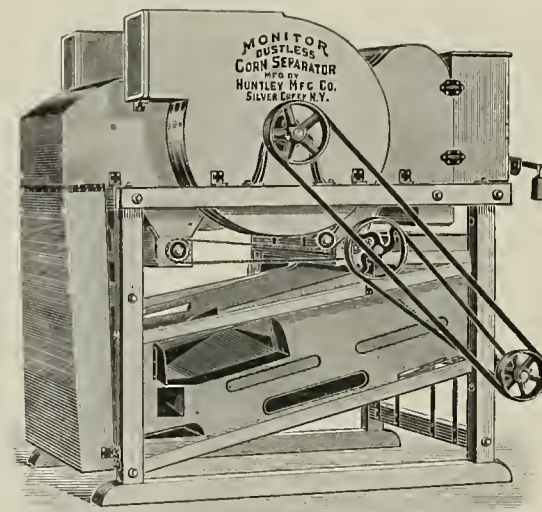
From the Chicago market: A. Gerstenberg, of Gerstenberg & Co.; O. C. White, representing H. Hemmelgarn & Co.; Emil C. Butz, with Rosenbaum Brothers; H. A. Foss, chief weighmaster; A. E. Schuyler, assistant weighmaster, and J. A. Schmitz, scale inspector of the Board of Trade weighing department; W. M. Christy, with Fyfe, Manson & Co.; E. A. Pope, with Lasier & Hooper; J. J. Stream and Charles Counselman, with Chicago Grain & Elevator Co.; C. S. Sheffield, with Albert Dickinson Co.; C. D. Dillon, of Neola Elevator Co.

The grain dealers in attendance included: Jay A. King, Nevada; J. S. Crooks, Boone; J. A. Gray, Onawa; Philip Dietz, Wolcott; A. C. Betersmeier, Odebolt; W. H. Slipp, Marshalltown; M. McDonald, Bayard; J. N. Gilchrist, McGregor; A. D. Hayes, New London; A. Fohlenkamp, Hartley; Joe Murray, Bancroft; Charles Barnholdt, Avoca; Peter Eide, Garden City; M. Mason, Cambridge; J. A. Tiedeman, Fonda; M. E. De Wolf, Laurens; E. W. Miller, Guthrie Center; H. B. Williams, Madrid; W. F. Finch, Garden City; O. O. Helgen, Ruthven; W. F. Stephenson, Bondurant; S. J. Clausen, Clear Lake; Peter Hatlerscheid, Corwin; John Twomey, Madrid; J. H. C. Stuhr, Minden;

C. L. Jarvis, Keswick; E. G. Simpson, Iowa Falls; L. R. Brown, Dawson; Seth Way, Knoxville; John Tjaden, Wellsburg; D. J. Eberhart, Newton; T. C. Harvey, Grand Junction; H. L. McCombs, Desoto; B. C. Hemphill, Dexter; C. R. Brenton, Dallas City; W. B. Hanna, Burt; M. Peterson, Pomeroy; R. B. Carson, Moulton; D. K. Unsicker, Wright; O. H. Keith, Wayland.

MONITOR DUSTLESS CORN SEPARATOR.

In the race for success in the grain-handling business, clean and uniform products become more and more desirable. The machinery, therefore, that will most economically produce the best results in the cleaning department is always interesting. In this connection a very interesting machine is the Monitor Dustless Corn Separator,



MONITOR DUSTLESS CORN SEPARATOR.

which is specially designed to clean corn to insure its grading and commanding the highest prices at the sample tables.

This machine has a specially designed series of Monitor Air Separations and a unique system of screen separations which place it in an individual class. Great capacity, economy of operation, high cleaning properties and durability are the features of this machine for which its manufacturers, the Huntley Manufacturing Company of Silver Creek, N. Y., make strong claims. The manufacturers issue a special folder describing this machine that should be in the hands of every careful corn shipper.

NAVIGATION OPEN.

Navigation on the Great Lakes was, in accordance with rules of the Board of Trade at Duluth, declared open on May 18, when the steamer Russia arrived from Lake Erie. Boats had arrived previously from Chicago, but according to the Duluth rules the date of "official opening" is important in view of the rule that the shipper has ten days after "opening of navigation" to ship grain sold to go forward. The rule, therefore, must be explicit on the matter of opening, and is as follows:

The opening of navigation shall be construed to mean the arrival in Duluth harbor of the first vessel from the lower lakes, and that the entrance or entrances of the Duluth-Superior harbor are free from obstruction by ice. In the event of ice returning in sufficient quantity to obstruct navigation, then all contracts based upon the "opening" shall be extended for as many days as such obstruction exists. On contracts for grain sold for the opening of navigation the seller shall have ten days from such date.

This is taken to be equivalent to saying that a boat must reach Duluth harbor from Lake Erie.

Enthusiastic Visitor—"If you'll come down into the country with me I'll show you where you can just hear the corn grow!" Unemotional Cityite—"H'mph! If you'll come with me over to the Board of Trade I'll show you where you can see it grow."—Tribune.

SEVENTH ANNUAL MEETING OF THE KANSAS GRAIN DEALERS' ASSOCIATION.

A very large attendance of Kansas grain dealers met at the Midland Hotel, Kansas City, Mo., June 7 and 8, in seventh annual meeting of the Kansas Grain Dealers' Association. There was a large number of ladies present also, wives of the dealers, who were en route to the St. Louis World's Fair on the excursion which left Kansas City on the morning of June 9.

President Cortelyou called the first session to order at 2:30 p. m., June 7, and introduced J. E. Seaver, president of the Kansas City Board of Trade, who extended to the dealers especially a cordial welcome to Kansas City and to the Kansas City Board of Trade. He said it seemed hardly necessary for the Board of Trade to welcome Kansas dealers, as their interests were identical, and it seemed like welcoming one's own people. He spoke of early days in Kansas, when an average car carried 24,000 pounds and Wichita was the leading grain market of the state, shipping 3,000,000 bushels of grain annually. Then he told of the improvement of the Board of Trade in connection with improvements through the state of Kansas.

W. S. Washer of Atchison responded.

Judge Whiteside of Hutchinson, Kan., was called upon by the president and responded with a short address.

J. W. Radford, chief grain inspector, Kansas City, Kan., read a paper on, "The Value of a Disinterested Weighing Department to the Grain Trade." We publish it elsewhere in this issue.

P. F. Lucas made an announcement of the program which the Kansas City Board of Trade committee had arranged for the dealers' entertainment. It included a luncheon for the ladies at 1 o'clock on Wednesday at Emery, Bird, Thayer Co.'s tea rooms and a banquet at the Coates House at 7 o'clock in the evening. Following the banquet he announced that the Railroad Club extended the dealers an invitation to visit them at their club room.

E. D. Biglow, secretary of the Kansas City Board of Trade, read a paper on the subject, "Commercial Exchanges; Their Functions and Development."

J. G. Goodwin, chief weighmaster, read a paper on "Kansas City Weights."

Mr. Biglow, and following him Mr. Cortelyou, said a few words in praise of the Board of Trade weighing department and the excellent service it was rendering to the trade.

Prof. P. G. Holden of Ames, Iowa, on the program for an address on "Corn Culture," was absent, but in his place Geo. A. Wells, of the Iowa Grain Dealers' Association, was called upon for remarks along this line. Mr. Wells told what Iowa was doing in the matter of improving her seed corn and said the farmers generally were interested in the subject of a careful selection of seed corn with the view of raising better and larger crops.

D. Hunter of Hamburg, Iowa, president of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri, responded to the invitation of President Cortelyou and made a short address. He complimented the good work of the Kansas Grain Dealers' Association, which he attributed to the good feeling existing among the dealers and the cordial support given to the officers of the Association. Honesty with one's competitors he regarded as an essential to good conditions in the trade.

President Cortelyou appointed the following committees:

On resolutions—H. Work, Ellsworth; B. F. Ragan, Valley Falls; B. F. Blaker, Pleasanton.

Auditing committee—W. S. Washer, Atchison; B. S. Dockstader, Cawker City; S. J. Thompson, Holton.

The president announced that Metropolitan Street Railway cars would be in readiness in

front of the hotel in the evening to take the dealers to Electric Park.

The meeting then adjourned.

WEDNESDAY MORNING, JUNE 8.

The second session was called to order by President Cortelyou at 9:45, and before proceeding with the usual program, F. P. Lucas, representing the Kansas City Board of Trade, announced that a luncheon would be served to the ladies at the tea room at Emery, Bird & Thayer's at noon and a banquet to both ladies and gentlemen at 7 o'clock in the evening at the Coates House; also that all members were invited to call at club rooms of the Railroad Club after the banquet, where they would be further entertained. President Cortelyou then read his annual address, as follows:

The seventh annual meeting of the Kansas Grain Dealers' Association calls us together once more, and I take pleasure in again addressing you as its president. The year past has been an uneventful one. We missed the strenuous times of the first two or three years of our existence, and peace and prosperity are now watchwords in our midst. Many of the vexing questions that agitated the grain trade at the time of our organization have been satisfactorily settled, and the mingling of the different elements of the trade has brought about that friendly feeling that makes differences easy to settle and prevents them from culminating in bitterness and litigation between different dealers in the trade.

The Association is none the less a necessity, and its usefulness is none the less apparent to the close observer, than it was years ago, and the evidence of this fact is before us continually.

The grain trade to-day cannot deny that it has received full value for time and money expended in organizing and maintaining this and all other associations. The elimination of shortages at terminal markets alone has much more than reimbursed our membership for all money spent, and there are many other abuses that have been corrected, and while many of our members possibly do not appreciate the actual saving accomplished, yet I am sure no one would care to go back to the conditions existing before our organization. Because there are no more glaring evils to correct is no reason for our abandoning association work or losing interest and withdrawing our support from our local or the National Association.

We meet in Kansas City, which is outside our home state. As to ancient Rome, so all roads in Kansas lead to Kansas City. Your official board have chosen it as a meeting place, as we always have had a larger attendance here than at any other place of meeting. Again, our meeting here elements the friendly feeling between the grain trade here and our members, and the friendships formed are certainly very pleasant, and, we are sure, mutually profitable.

The subject of weights of grain at terminal markets has been before all associations so prominently that it has resulted in radical improvements. This subject has been ably handled in our program yesterday and needs no further comment. I have advocated for the last two years the improvement of facilities for weighing grain in the country. I am sorry to note that the conditions are not being improved as they should be. It is hard to work up an interest in this among country dealers, but it is an important work and should not be neglected. I am hoping that at this meeting some plan or arrangement may be adopted for a systematic testing of all scales. If such plan is adopted, I am sure its advantages will be so marked that all dealers will appreciate its workings.

Our relation to the railroads ought to be governed by conservatism and justice. It has been the policy of your officers to avoid any complications with other interests who are seeking to compel the railroads to grant special rates or privileges. It would be a suicidal policy for our Association to enter into any federation or association whose sole object is to solicit or seek to compel the railroads to grant special privileges or rates to any special locality or line of business. The Interstate Commerce Commission was organized to prevent these special privileges and abolish the special rates and rebates, and its work has always been to the advantage of and is thoroughly appreciated by the country grain dealer. Rates are reasonable and much lower than when this Association was organized; and you will all agree with me that the railroads are entitled to a just compensation for their service. Some years ago a resolution was adopted in our yearly meeting, providing that all dealers should report any and all bad order cars to our secretary and the secretary was to report the same to the railroads to whom they belonged. This was of great benefit to the grain trade, as the railroads appreciated this information, and it resulted in fewer bad order cars.

I am sorry this movement has fallen into disuse and hope it will be revived.

Arbitration has become one of the most important features of association work. And its advantages are so apparent as to be recognized by all. A number of cases have been decided by our arbitration committee. The arbitration clause in our By-laws was somewhat crude and indefinite, and the official board have adopted a new set of rules to govern arbitration cases, and will ask that these be adopted to govern future cases.

The Grain Dealers' National Association, gentlemen, in which this Association holds membership, is worthy of your favorable consideration. It deals with larger questions than can be handled by our local associations. It has proven its practical value to the grain trade of every section of the country. We had hoped to be honored by the attendance of the secretary of the National Association, Mr. Stibbens, but he has been unavoidably detained in Chicago, arranging for the meeting of the National Association.

We were very much disappointed in not having an address from Professor Holden, of the Agricultural College at Ames, Iowa, on corn culture and the improvement of seed corn. This is a very interesting subject and a profitable one to discuss. I think I make no mistake when I say that Professor Holden is the pioneer of this movement. It is one that ought to interest our members, and through them the farmers of the state of Kansas. Education along this line would result in a crop of corn for the state of Kansas increased by some millions of bushels.

The program before you for to-day contains very pertinent subjects for discussion, and we hope you will all take part in these discussions, as they make the meeting interesting and profitable. Our secretary's report will enter more into detail as to conditions governing our Association at the present time.

Gentlemen, in closing, I wish to thank you for your interest in association work as manifested by your presence here, hoping that you will feel well repaid for your attendance. I hope you all intend to go to the St. Louis Exposition, on our excursion on Thursday, and when we return to our homes, may we all resolve to extend the membership and increase the usefulness of the Kansas Grain Dealers' Association in every way possible.

It was then announced that Mr. D. S. Hull, ex-president of the Coal Dealers' National Association, was present, and Mr. Hull addressed the meeting, giving his views of the benefits of organization and what it had meant to the coal dealers, and expressed his hearty desire that members of the grain dealers' Association who are coal dealers also would interest themselves in the coal dealers' Association also.

G. W. Hanna, secretary of the Mid-state Association of Coal Dealers, was also introduced, but stated that the very large attendance at the meeting would indicate that there was little necessity for his saying anything in behalf of organization.

The regular program being continued, the first question discussed was the "Relation of the Grain Dealers of Kansas to the Millers." Very interesting papers were read by B. F. Blaker of Pleasanton, Kan., and R. B. Miller of the Clyde Mill and Elevator Co., Clyde, Kan.

H. Work of Ellsworth, whose name was placed upon the program, stated:

Much as I regret it, I have nothing prepared on this subject, but circumstances beyond my control prevented. I regret it all the more, for the reason that this subject is of vital interest to me, as I am engaged in both the milling and grain business, and from my experience with both the grain and milling fraternities I know that there is a suspicion one of the other. This, I think, is largely brought about by misunderstanding—probably more correctly speaking, lack of understanding, probably caused by the indiscriminate remarks of some of the members of both associations. I know that some of the grain men think that the millers are trying to drive them out of business; that the millers are endeavoring to eliminate the middle man; and, on the other hand, the millers often complain that they are held up for wheat they must have to grind.

I think that this matter should be discussed by both organizations and a more clear understanding reached and think that matter could in this way be smoothed out to the satisfaction of both organizations, and, if it is possible, so far as I am concerned, I would like very much indeed to see some action taken here to-day to bring about this understanding.

I would suggest that a committee be appointed to confer with the millers' organization, or some other practical method used whereby this misunderstanding, or lack of understanding, could be

overcome in the near future, because I believe the grain men realize that the growth of the milling industry has advanced and that is where a large percentage of the wheat goes to, and as far as I am personally concerned, it has been a very satisfactory trade.

A general discussion of this question followed, and it was stated by the secretary that this matter was one that had given him the greatest anxiety during the past year, and he urged that some action be taken at this meeting to overcome the present conditions.

M. G. Patterson of Clay Center stated that he was located in an interior milling town, where the milling business was large, but the matter had given him, personally, very little trouble; but he believed it always giving the miller the pure wheat and not trying to doctor it, as, being indirectly connected with the milling business, he could see the importance of it. He also stated that he believed, to secure this pure wheat, the miller should be willing to pay a premium for it and make it worth the while of the grain man to keep the wheat pure.

W. L. Taylor of Topeka stated that they sold of their wheat to mills by sample and had no trouble.

M. S. Graham of Zurich stated that at their station they had no trouble regarding the matter, but that the miller was always willing to pay a premium for the best wheat.

W. W. Smith of Holyrood; O. A. Cooper, Humboldt, Neb.; Amos Thorstenberg, Lindsborg; A. Aitken of St. John, and Perry N. Allin of Coffeyville also insisted that the miller should be willing to pay a premium for the purest wheat, but also urged the necessity of an understanding between the miller and grain dealer.

A motion by A. Aitken of St. John was made and carried that the president should appoint a committee of five to meet with like committee of the millers' clubs to see what could be done on this question.

Proceeding further with the program, the subject, "Arbitration vs. Litigation," was discussed. Mr. Perry N. Allin, Coffeyville, read a paper on the subject. He said, in part:

To the Kansas dealer, who ships beyond this state, where the technicalities of the laws of other states can be made use of, we believe that arbitration, in nearly all cases, will be found far better than litigation, as the arbitration will bring the subject for settlement before a class of people who are familiar with the terms and the rules and customs of our particular line of business, while litigation may fall to the technical construction of some combination formed in some particular locality, to take advantage of the shipper.

Again, arbitration is less expensive than litigation, saying nothing of the possibility of bringing about a reasonably speedy conclusion; where litigation, especially when the parties live in separate sections and possibly separate states, can frequently be made very expensive for one of the two parties, and is frequently taken advantage of by the apparently stronger to intimidate the weaker, with frequent serious results.

Again, we can certainly see that a man's time should be of value, nor do we believe that he can afford under ordinary circumstances to cater to the dictates of a court, the best alternative being arbitration, if differences exist that cannot be otherwise settled.

Geo. A. Wells, being called upon, said:

We have had a good deal of experience with arbitration in our Association and I have followed the matter up very closely. Our members must arbitrate or be suspended, but we have found that almost all cases brought up for arbitration have been due to carelessness in making contracts. Dealers that are extremely careful in making contracts rarely have differences in the grain trade. I think arbitration is a good thing and educates the grain man that he may become more capable in making contracts and he thereby avoids misunderstandings.

W. S. Washer of Atchison and B. F. Blaker of Pleasanton also recommend the practice of arbitration as the cheapest and most satisfactory manner of settling small differences.

Mr. A. H. Bennett of Topeka, whose name was placed upon the program for paper on this subject, explained that he had prepared nothing on account of lack of time; but stated that he was personally very much in favor of arbitration and

would always insist upon arbitration and would resort to litigation as the last remedy.

LINE HOUSES AND THEIR EFFECT ON THE TRADE.

The subject "Line Houses and Their Effect Upon the Trade" was next taken up, and W. S. Washer, Atchison, read paper. He said:

Year by year the business organization becomes more complex. As the volume of trade increases, the various branches grow closer together and sustain new relations each to the other. In order to keep abreast of the times, it behooves us as business men to carefully study the various conditions as they appear.

The term "line house" differs in meaning in different localities. The common acceptance of the term is, "A firm operating a line of country elevators in a prescribed territory and usually along a certain line of railway." It may also mean a concern that, in addition to operating country elevators, makes track bids to independent dealers in the same locality; or it may mean a firm of receivers who make line bids regularly in a certain territory.

We will consider the class first mentioned. A line house operating country elevators is a large factor for good or for evil in its effect on trade conditions in its operating territory. It is, to a certain extent, the balance wheel for the trade machinery of the locality. If animated by a spirit of fairness, competitive arrangements can be entered into that will insure harmonious conditions throughout the territory. Prices can be regulated in such a way that the interests of both producer and handler can best be conserved. Full justice can be done to all concerned. The independent dealer can maintain friendly and profitable relations with such a line-house-man, and while their interests are often mutually exclusive, they can proceed along lines of parallel activity and equity.

On the other hand, we may find line house concerns into which the saving grace of fairness seems never to have entered. Their whole policy is one of coercion. They force the independent dealer into unjust pools. They seek to threaten, to override and to intimidate. They boldly announce that they can afford to lose money at station "A" until their object is accomplished, as they can make up the loss at stations "B" to "Z." They seek to control the entire buying price situation, and, once controlled, put prices below a reasonable margin and thus become breeders of farmers' companies. They goad the independent dealers to distraction, and continual friction is the penalty. In short, they attempt to stifle that reasonable competition which is a necessary tonic for the existence of healthful trade conditions. That such line house concerns are unmitigated evils is unquestionable. They are the buccaneers of the grain trade.

Closely akin to the above-mentioned class are the firms which, combining country elevator operation with line bidding, attempt to force independent trade in their direction by a coercive display of line house force. Both classes are dangerous to the independence of the trade at large, and will have ultimately to be controlled and regulated.

The receiver and line bidder who regularly operates in a certain territory should bear the most genial relations to the trade at large. His interests and those of the country buyer should be mutually co-operative. The line bidder should do all in his power to further the interests of his country correspondents. He should vouchsafe all possible information about state of markets, freight rates, etc. He should advise about outside markets and where possibly trade can be diverted to mutual advantage and profit—in short, give his customer the benefit of his opportunities for a larger view of general conditions. The country correspondent should reciprocate with news about crop conditions, probable movement and the like, which his closer contact with local affairs can warrant. The two will thus be of mutual benefit to each other.

The line houses, then, are powerful factors for good or for evil in their effect on the trade at large. Only shortsightedness will make them factors for evil, and the penalty is chaotic conditions and ultimate failure. Enlightened self-interest should make them factors for greatest good, and that is the more probable course which will be pursued.

The line houses can exert great influence for good in an organization like this, lending it stability of character, their moral and financial support, and can insure the establishment of fair, equitable and harmonious trade conditions throughout the state.

H. B. Miller, of the Clyde Milling & Elevator Co., read a paper on the relations of millers and grain dealers. He said:

The words "grain man," as I understand them, apply not only to the local grain man and the line houses, but take in the producer, the buyer, the carrier, the receiver and the consumer, making five distinct and separate parts that cannot be divided without materially injuring the whole. Therefore, I will say that I consider that the producer, the

buyer, the carrier, the manufacturer and the consumer are very closely related to each other and their interests are mutual.

So far as the line house is concerned, looking at it from a competitive standpoint, being in the local grain business ourselves as well as milling, and being placed in a position where we come in competition with the various line houses in more ways than one, I must say that we could not ask for better treatment, as all that we have come into competition with want to make money and are not handling grain for nothing.

But there are several evils existing between the grain men and the millers of this state that might be well for us to consider. In the first place, we do not have so much trouble with the line houses in this respect as we do with the local grain men—namely, mixing 52 and 54 pound musty, smutty, nasty wheat with good milling wheat, thus reducing the quality of the milling article, and causing dissatisfaction to the miller receiving same.

Another evil is the scouring process. Several of our grain men in the western and central parts of the state have not the scouring machine for the purpose of using the 52 and 54 pound musty and sprouted wheat, but run it several times through their corn shellers until they think they can put this on to the miller. But, gentlemen, if the miller does not detect the doctored wheat with the eye, he will as soon as it has been manufactured into flour.

Therefore, I contend that our relations are such that this should not exist.

Our people bought a bunch of wheat in Western Kansas from a grain man, by sample, the same testing 58 pounds, and was a nice clean sample of milling wheat; and in order for us to get this bunch of wheat, we had to spring the market a couple of cents per bushel, coming into competition, I am sorry to say, with another miller. This man shipped a car of this wheat, and when it arrived it tested 54 or 55 pounds. His draft was presented and paid before the car arrived, and the wheat being too low for milling and having paid his draft and the market having advanced to such an extent, we accepted on the market difference and shipped it to this market to be sold on its merits. This man gentlemen, had the nerve to ask us to make up the difference on the advance in the market on this car of wheat, claiming that we had no right to receive same if it was not fit for milling purposes.

We immediately informed him that we would be perfectly willing to settle with him on basis of the sale of this wheat on the Kansas City market, provided that he would furnish us with another car equal to the sample that he had sold us from, and his answer was that he had no more wheat for sale. This is just one instance out of a dozen that I might mention that the millers have to contend with.

The millers of the state of Kansas are willing to concede that they are compelled to have the wheat or shut their plants down. This they cannot afford to do; but our relations are so close with the grain man and the line houses that we ought not to try to create a hardship on the manufacturer of this article but should always be willing to sell the miller on the basis of the Kansas City market, less the freight. But such is not the case. It was but a short time ago that I made a bid on 5,000 bushels of wheat for our mills on the basis of the Kansas City market, and this gentleman laughed at my offer, stating that he expected to sell that to a miller at 3 cents per bushel over my bid; and there is no doubt in my mind but what he was successful.

There has been considerable agitation along the line just mentioned, among the millers of this state, and some have become so radical as to state that if we expect to receive the wheat at our mill as nature produced it, we would be compelled to put in our own purchasing houses and buy this wheat direct from the producer. It may be possible that these gentlemen are right, but I cannot agree with them, provided that we, as local grain men of this state, will take this matter up for proper adjustment.

Now, gentlemen, I would like to ask you, looking at the question from a miller's standpoint, shall we expect the same treatment in the future as we have been receiving in the past, or shall we be treated as your brother grain man should be treated?

If I am not mistaken, Mr. President, this very same question was discussed twelve months ago in this very city, and I would like to ask, has there been any action taken?

Gentlemen, it is up to us, as local grain men; and I believe as a member of our Association that this matter should have our serious and immediate consideration.

STORING FOR FARMERS.

"Does it pay to store grain for farmers—for what fee—on what terms?"

M. G. Patterson of Clay Center, as the best argument against storing grain for farmers, told

the following story as an actual experience of his own many years ago:

Along in the seventies, in Illinois, I was bidding \$1.25 for wheat. One day a farmer came to me, and, in order to encourage him to leave his wheat with me, I offered him \$1.27½ cents to leave it in store. He stored the wheat. At that time we were green enough to think we were compelled to let the wheat lie in that identical bin until that farmer got ready to sell it. We one day discovered it was moldy, about 10 to 12 inches on the top. I sent for Mr. Farmer. He came in and was very much surprised and concluded to haul off the top of the wheat for his hogs. I then shipped the wheat to an eastern market, but we got a wire that the wheat was weevily and it was advised that we ship on to New York. The wheat went to New York and, strange to say, graded No. 2 and sold for about 87 cents. Now, Mr. Farmer got that bin room for over two years and suffered the loss, and I lost all the profit on it.

Mr. Smiley, secretary, upon being asked as to Kansas laws regarding this question, said: "The Legislature of the state of Kansas makes it obligatory upon any public warehouseman to give bond to the secretary of state for the benefit of all persons interested; and a private warehouseman cannot store grain for farmers without complying with the private warehouse law, which, in brief, is this, that each and every bushel or lot of grain received, you must keep separate and distinct from other grains in your house. Should the farmer at any time demand the grain he placed with you for storing and you are unable to furnish same, that farmer has, I think, a case in the court."

Mr. S. B. Samuelson of Hiawatha then read paper on the same topic, after which there was a general discussion and the meeting adjourned until 2 p. m.

WEDNESDAY AFTERNOON.

The final session was called to order at 2 p. m. by President Cortelyou, and the program continued in the regular order by a discussion of the subject, "In what way does our Association fail to improve undesirable conditions affecting the grain trade which existed prior to the organization or arisen since, and what are the remedies?"

Mr. George A. Wells, was requested to give an address as chairman of the advisory committee of the National Association, which he did, explaining the work of the advisory committee in endeavoring to secure correct weights at terminal markets and urging that they demand certificates of wheat from the weighing committee at each market, and also insisting that prompt and full information be furnished the secretary of shortages at the different markets, and that members who have claims they are unable to collect should forward them to the secretary, who will not only endeavor to make collection, but in this way would be able to better judge of the conditions.

Mr. Culver, chief grain inspector of the Toledo market, was introduced by President Cortelyou and addressed the meeting, giving valuable information as to the inspection of grain. He stated that he was out in this section to secure their grain for the Toledo market.

Committee was appointed by President Cortelyou to confer with committee from the Millers' Association, and is as follows: J. T. White, Ada; S. B. Samuelson, Hiawatha; Perry N. Allin, Coffeyville; M. S. Graham, Zurich; Edgar Johnson, Everest.

Secretary's annual report read as follows:

In making this my seventh annual report I am not unmindful of the fact that you do not care to listen to a long, prosy report, and I have endeavored to make it as short as possible with a view of giving you the information you are entitled to and trust you will appreciate same.

Membership.—At our last annual meeting we had a membership of 248, representing approximately 300 stations. We now have a membership of 272, representing 352 stations from which we derive revenue. We have secured 95 new members during the year, or since March 24, date of our last annual meeting, to June 1, present year. Twenty-seven of our members have disposed of their elevator properties to what are known as live houses having memberships on the Kansas City Board of Trade, and on account of certain rules of that organization they are not permitted to contribute to the support of any local or state grain dealers' association. While it is not our purpose or prov-

ince to criticize the action of this organization, you can readily see that since this rule is effective and country grain dealers are willing to dispose of their elevator properties to the highest bidder, our membership may decrease instead of increase and our source of revenue be cut off. We are quite sure that practically all, if not all, of these live people purchasing these houses fully appreciate the benefits they derive from and through our organization and would gladly contribute to the support of same, were it not that they are prohibited by the rules of the Kansas City Board of Trade. We certainly cannot blame them for refusing to contribute to the organization when their memberships are as valuable as they are today and they are liable to forfeit same by contributing to the support of our organization.

Terminal Weights.—Doubtless all of you will distinctly remember that when our organization was first brought into existence this question was the bone of contention at every meeting. I am pleased to announce that there have been very few complaints filed with your secretary the past year of shortages at terminal markets. Your secretary is a member of the advisory board of the National Grain Dealers' Association, with Mr. George A. Wells, of the Iowa association, as chairman, and it has been my pleasure to visit St. Louis, Peoria and Memphis, since the date of our last annual meeting, and in company with the gentlemen composing the advisory committee to make a thorough investigation of terminal facilities. Time and space will not permit me to make a full report at this time of conditions as found at these terminal markets. I will state briefly that practically all of the members actively engaged in the handling of grain on the St. Louis Merchants' Exchange gladly complied with the advice of the advisory committee and have endeavored to bring about better conditions. Very much to the surprise of this committee we found that the inspection department on the Illinois side did not consider it their duty to reseat cars after inspecting same, and in many instances car doors were not closed; which, as you will readily see, gave opportunity for cars to be robbed while standing in the terminal yards. Two or more of the elevators in St. Louis have refused to recognize weighmasters in their houses, and I suggested that when making shipments to this market you instruct your commission man, or representative, not to allow any of your grain to be weighed through elevators that do not have merchants' exchange weighmasters. We believe, in fact, know, that there has been a very great improvement in the weights at all terminal markets, and we certainly feel that we are under obligations to Mr. George A. Wells, chairman of this committee, as well as Mr. George A. Stibbens, secretary of the National Association, for the interest that they have taken in this matter. In company with other members of the advisory committee your secretary made a thorough investigation of the terminals at Memphis, and we were shown every possible courtesy by the owners and operators of the elevators as well as meeting people having terminals at that market. The secretary of the Memphis Exchange advises the chairman of the advisory committee that steps have been taken to procure Merchants' Exchange weights at this market, and we are further advised that all grain destined to that market, before going out, will be weighed through one of the public elevators in Memphis. This is a matter of vital importance to the entire trade and one that, we think, should receive consideration before this body.

Local Meetings.—Your secretary has attended during the past year thirty-eight meetings of local dealers held in different parts of the state, and with very few exceptions these meetings have been well attended and the result is doubtless apparent to every dealer in attendance at same. These meetings are of vital importance to the entire trade, and we do not hesitate to make the statement that much good is accomplished and every dealer in attendance at these meetings derives benefit. It has been suggested to me as your secretary that your president appoint someone in each district, he being authorized to listen to the complaint or complaints, whichever it may be, from members of our Association in that immediate territory and at the expense of the complainant make a trip to the point where strife exists with a view of arranging all differences and making settlement between the dealers located at that point. We believe this suggestion a good one and further that any and all of our members would be willing to pay the expense of someone appointed by our president to visit all points with a view of settling the differences. You will readily realize that it is a physical impossibility for me as your secretary for lack of time to attend all of the local meetings that would and should be held in the state. Should I be re-elected, it is my intention to call a meeting at every central point in the state of Kansas with a view of having the dealers have a heart-to-heart talk prior to the time the new crop commences to move.

Arbitration.—During the past year, or since the

time of our last annual meeting, there have been seven different cases referred to our arbitration committee for adjustment. With one exception the amount involved has been less than \$100, and I am quite sure that we have saved to the litigants more than the amount of their claims with the one exception. All commercial bodies have begun to recognize and realize that all differences can better be decided by arbitration than by litigation. This question has been discussed at our meeting to-day, and doubtless new ideas have been advanced that our members will derive benefit from.

Crop Reports.—We have endeavored the past year to furnish our members with reliable information regarding crop conditions in different parts of the state. I am sorry to say that several of our members have taken exceptions to our plan of securing this information and distributing same. For some reason or reasons we are unable to explain, these reports become public before some of our members are in receipt of the information contained. We affirm emphatically that we give our information only to our members, having refused a number of different times to give this information to speculators at the terminal markets. We believe that the best information obtainable regarding crop conditions can be secured from our members and that our members are entitled to this information prior to the time it becomes public property, and any suggestions that can be made that will tend to keep this information secret will be fully appreciated by me as your secretary. Quite a number of our members, in fact, one-third of our membership, are very slow about furnishing us the information from which these reports are made up, and until we are able to convince our entire membership that it is to their interest to furnish this information we cannot make up a full report as we desire to do. This matter should be discussed before the close of this meeting, and if a majority of our members desire information regarding the crop and will instruct me as secretary, your instructions will be complied with.

Insurance.—Owing to the fact that the old line companies have advanced their rates from 25 to 50 per cent since the date of our last annual meeting, we certainly think that the mutual companies, of which there are four or five perfectly reliable, should be given the preference on insurance. There is little doubt that the mutual insurance companies have kept down the rate of insurance, and I believe that each member of our organization, whether a miller or a grain dealer, who has carried insurance in these mutual organizations has saved at least 50 per cent on the basis established by the line companies, and that these companies have become a public necessity. Every member of our Association carrying insurance in same should not hesitate to use his influence with other grain dealers to encourage them to carry their risks on both building and stock in these new companies.

Millers and Grain Dealers.—This is a question of vital importance to both millers and grain dealers of the state of Kansas and one that has caused your secretary more trouble than anything else since the date of our last annual meeting. We have met here to-day for a purpose and I have confidence in the integrity and ability of those in attendance and know that something can be accomplished that will be of benefit to both millers and grain dealers. We take the position that the legitimate country elevator is a public necessity and is here to stay. We insist that the elevator owner and operator is as much a public necessity as the grocer, dry goods store or any other legitimate business. It is true that a spirit of antagonism has been engendered in different parts of the state between the miller and grain dealer, which in many instances results in serious loss to the miller and elevator owner. In some sections feeling has been worked up to such a pitch that these opposing factions have waged war one against the other, with the result that both the miller and elevator owner have been losers. The desire of the farmer is a nearby market for his grain and to build grain houses at every station and every sidetrack on every railroad in the state where grain is produced. The transportation companies have encouraged this and still continue to encourage it from a selfish standpoint, and to-day there are more elevators than can be practically operated, especially where the miller and farmer combine against the elevator owner, which usually takes place immediately after the rush of grain is over and during the time the country is in absolute necessity. Now, the question arises. What can be done to do away with the destructive competition that injures farmers, millers and elevator owners? Most of you present here to-day are doubtless aware of the fact that the millers located in the north part of the state buy their wheat from elevator owners at what it is worth in any market of the world, less the freight. If it can be done in the northern part of the state, I see no reason why it cannot be done in every part of the state, and I challenge anyone to give any good reason why they should pay above the market price

for any wheat they want for manufacturing purposes. Is it because the elevator owner is not honest and names you a price above what he is offered, or is it that you are not honest with one another? Not long since I happened in a grain office in the central part of the state and heard the elevator owner in conversation with a prominent miller over the 'phone. I was satisfied, in my own mind, from the conversation I had heard, that the elevator owner worked the miller for at least two cents per bushel. Now, the elevator owner really derived no benefit, as he offered the farmers two cents per bushel above what the general market would justify. Neither was the farmer satisfied, holding out for another cent per bushel. Now, as elevator owners and operators, we owe to the miller, when we sell him grain, that we give him just what he buys. The millers claim that some members of our Association do not treat them fairly when they buy from them, claiming that when they buy from them they expect to secure virgin wheat; but in many instances the elevator people mix in a few loads of off-grade, musty wheat, that they cannot use without lowering the grade of their flour and seriously injuring their business, besides bringing discredit on their winter wheat flours. I am of the opinion that in a few instances the millers can prove this charge, but I think they are exceptions, and if they will notify me as your secretary, giving the names of such concerns as make a practice of this, we certainly think we are entitled to notify the members of the millers' clubs of this state, and we are further of the opinion that it would only be a short time until these elevator owners would realize that they were the losers in resorting to such dishonest practices. We insist that the interests of the millers and elevator men are so interwoven and interdependent that any injury or loss sustained by either one of these interests is shared to a greater or less extent by both. We insist, gentlemen, that this is a question of vital importance to the grain trade and one that should receive careful consideration, and I have confidence enough in the integrity and ability of the members of our Association to bring about a closer relation between the grain dealer and miller that will result in practical benefit to both.

Co-operative Concerns.—Since the date of our last annual meeting there have been a number of elevators built that are being operated by farmers in different parts of the state. In a number of instances these elevators have been built with the intention of driving the elevator owners out of business. For the farmer who produces the grain I have only the kindest feeling, but I know to a certainty that the greatest graft in Kansas is worked at the present time upon the farmers of the state by a few politicians out of jobs. A good many thousands of dollars have been contributed to these scheming politicians already, and not being satisfied with this they are now reaching out for more, and have promised the farmers of Kansas, Nebraska, Oklahoma, Minnesota and North and South Dakota that if they will place fifty million dollars in their hands they will drive from the state every elevator owner located within its borders. It is not my object to denounce the co-operative movement, realizing that the farmers have a perfect right to organize in any lawful business they see fit, and the grain and elevator business is one of them. If the farmers can do better to handle their shipments through their own houses, it is a privilege they have. If, on the other hand, they can do as well to patronize their local dealer, who is a fixture in the vicinity and pays taxes and has his capital invested in the business, giving all of his time and attention to same, then common justice demands that they deal with their neighbor. The farmer has ever seemed to be the prey of bankrupt politicians or men that have been failures in their own behalf. The schemes tried have been many and varied, and the present one, known as the Farmers' Co-operative Elevator scheme, seems to be the most popular at present, although it is anything but a novel method of farming the farmers. As you all know, it has been frequently tried in the Northwest and East, and even here in the West with us, but regardless of past experience, the farmers continue to invest their money for the benefit of agitators and the prime movers who are the only real beneficiaries of such schemes and who usually get their stock free for the promotion and eventually the property. Look at the co-operative stores and elevators that started during the life of the Grange and Farmers' Alliance in this state. How many of them are in existence to-day? Since the date of our last annual meeting no less than six of the co-operative elevators in the state of Kansas have gone out of existence, having been compelled to make assessments on their members of from 10 to 100 per cent. These are all occurrences of the past year. Why is it that the Farmers' Elevator Company of Faribault, Minn., and the Farmers' Co-operative Grain Buying Company of Whitmore, Iowa, which stand from \$8,000 to \$10,000 in the hole, have not succeeded? They, as well as other concerns of like character, admit that they

have done a large business and claimed it was a paying investment, up to the time they found they were bankrupt. Why is it that the Solomon farmers' organization, the parent institution in the state of Kansas, a large business since brought into existence, should be compelled to make an assessment of 100 per cent against its members to meet the losses incurred? This demonstrates the fact clearly that you must make a reasonable margin of profit on grain handled in order to continue in the business. I think enough has been said on this subject to convince everyone in attendance that the promoters and agitators of the farmers' co-operative movement of Kansas will in the end derive the benefit, if any benefit is derived.

Federation of Commercial Interests.—Doubtless all of you are familiar with the federation of commercial interests in the state of Kansas, and our members are also aware of the fact that our organization has not contributed to the support of this organization. It is not our intention to criticize their action and we believe great good has been accomplished through the federation of commercial interests. However, your official board has deemed it advisable that this organization do not become a part of same for the reason that we were fearful we might be compelled to identify ourselves with one or the other of the political parties in our state, and experience has taught us that any business organization cannot prosper or succeed if identified with a political organization. Doubtless this subject will be discussed before the close of our meeting, and I am quite sure that I voice the sentiments of the official board of the organization that they are willing to be governed by the majority vote if same is taken on this question.

Change of Constitution and By-Laws.—There has been very little change in our constitution and by-laws since our organization was brought into existence. You will readily realize that we have outgrown our old constitution and by-laws, and I trust that our worthy president will appoint a committee for the purpose of revising same and that this committee may report on same before the close of our meeting. Our arbitration rules are crude as compared with rules of other state organizations, and I hardly think that you would make a mistake in adopting the arbitration rules laid down by the other state organizations. Some three months ago, at an official board meeting, your secretary was instructed to present to your official board new arbitration rules for their approval and that same be printed and sent to our members in our 1904 directory. Their request was complied with and same has been mailed to every member of the Association, and we have to-day a copy of these new rules which should be read section by section and any changes that may be desired may be made at this time.

In conclusion will say that should I be re-elected to the position I now occupy, I will use every honorable endeavor to promote the interests of every member of this Association and believe that before the time of our next annual meeting we can bring about a closer relation between the millers and grain dealers that will be of benefit to both organizations. You should exercise great care in electing your official board, and I do not hesitate to state that your present officers have worked honestly and conscientiously the past year for your interests and have confidence enough in your integrity and ability as members of this Association to nominate and elect men that will serve your best interests the coming year. I thank each one of you for the interest you have taken in the Association's work and the many courtesies that have been shown me as your secretary the past year and in behalf of the official board for the courtesies shown them.

The following is the annual statement of the treasurer (E. J. Smiley) from March 24, 1903, to June 1, 1904:

Receipts—	
March 24, 1903, balance.....	\$ 132.69
Cash received for membership fees.....	285.00
Cash received for dues, \$4,089.50, less exchange \$24.60	4,064.90
Cash received for advertising and lists....	369.75
Refund from Western Passenger Assn....	17.00
Refund from expense stenographer, annual meeting	1.40
Refund from E. J. Smiley, for expense....	3.00
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	\$4,873.74
Disbursements—	
Western Passenger Association.....	\$ 17.00
Expense stenographer annual meeting.....	5.00
Express	5.05
Rent	173.00
Expense of secretary.....	628.22
Postage	294.00
Salary of stenographer.....	735.00
Printing	262.95
Salary of secretary, including extra allowance made to secretary.....	2,050.00

Messages	15.26
Telephone	68.05
Office supplies and typewriter repairs.....	54.60
Expense of president and directors.....	109.05
Dues to National Association, including expense of circular matter.....	259.50
Janitor service	1.00
Badges	38.40
Taxes	1.98

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	\$4,718.06
Balance June 1, 1904.....	155.68
Amount due June 1 for dues.....	377.50
Amount due June 1 for advertising.....	98.00

Total	\$ 475.50
Amount paid in advance, June 1, for dues..	43.00

New arbitration rules were then read and adopted.

The subject of the change of constitution and by-laws was generally discussed, and the following motion made by R. M. Miller of Clyde was carried: "Moved that the president appoint a committee of three, including the president, as chairman of the committee, to revise the constitution and by-laws and make report at this next annual meeting of the Association, for adoption."

U. S. Epperson of Kansas City, representing the Underwriters' Association, was introduced by the president and explained the methods of his company in writing insurance and advised of rates.

The auditing committee, composed of John R. Schmidt, chairman, A. H. Bennett, R. W. Dockstader and S. J. Thompson, made its report, stating that the books were correct, but recommended that a committee be appointed at this session to audit the books of the secretary for the next year, and that some provision be made for their expenses, they to audit the books two days prior to the date of the next annual meeting, when all books would be at their disposal and a proper and detailed statement could be obtained.

The election of officers resulted in the selection of L. Cortelyou as president by unanimous vote; H. Work for vice-president and E. J. Smiley, secretary, were elected unanimously. For board of directors A. T. Rodgers, Beloit; E. N. Bailey, Baileyville, and Perry N. Allin, Coffeyville, were elected, they receiving the greatest number of votes of the eight gentlemen nominated.

President appointed committee to revise constitution and by-laws as follows: H. Work, Ellsworth; Perry N. Allin, Coffeyville; L. Cortelyou, Muscotah.

President appointed auditing committee to audit the books for coming year as follows: John Schmidt, chairman; S. J. Thompson, Holton; R. W. Dockstader, Cawker City.

No further business coming before the meeting, it was adjourned sine die.

NOTES FROM THE KAW.

Charles Knox of Reynolds Bros. and Chief Grain Inspector Edward W. Culver were from the Toledo market.

H. P. Harpstrite, representing the Maroa Mfg. Co., had on exhibition a model of the Boss Car Loader, which attracted considerable attention from the dealers.

The following were in attendance and nearly all took the trip to St. Louis: H. T. Perrin and wife, Salina; W. H. Lamer, Salina; F. A. Derby, Sabetha; J. Linden, Lynden; J. D. Earhart, Partridge; Miss Fair, Partridge; A. D. Fair, Partridge; W. S. Williams, Ottawa; O. T. Rogers, Beloit; Alice White, Anna Sperry, H. Work and wife, Harry V. Becker, Georgie Roth, Ellsworth; W. H. Brandt, Bloomington; E. L. Jaco, Bunker Hill; A. Blaker, Pleasanton; J. F. Lukert, Sabetha; Mrs. P. J. Cortelyou, Muscotah; B. F. Blaker, Pleasanton; D. C. O'Neil, Axtell; Sam'l Garver, Valley Center; C. A. Kalbfleisch, Harlan; M. G. Heald, Centralia; John Moore, Summerfield; Frank Craven, Summerfield; Robt. J. Lewis, Home; Geo. Cravin, Summerfield; Frank Thormann, Summerfield; F. L. Ingersoll, Kirwin; W. W. Smith, Holyrood; S. B. Samuels, Hiawatha; William B. Giles, Abilene; B. S. Dockstader, Cawker City; Mrs. Bert Dockstader, Cawker City; L. Cortelyou and wife, Mrs. A. H. Calvert, Lola E. Allison, Muscotah; L. Noel, Glasco;

A. D. Blankard, Bennington; Misses Maggie and Jennie Berridge, Atchison; John McManis, Goffs; W. M. Reckewey and wife, Wetmore; W. F. Glasser, Salina; Florence and Mabelle Smiley, Topeka; R. W. Dockstader, Cawker City; Thomas C. Dick, McPherson; John A. Creed, Otis; W. A. Nye and wife, Downs; R. B. Lynch, Newton; R. B. Gibbs, Morrill; M. G. Graham and wife, Zurich; C. W. Brom, Zurich; J. R. Glenn and wife, Robinson; Wm. Page, Bloomington; A. O. Cooper, Humboldt; F. D. Sperry, Victoria; M. W. Cardwell, Osage City; Caroline Kipp, Aaron Kipp, Ellsworth; A. H. Bennett, Topeka; C. G. Bennett, Gypsum City; J. C. Bradley, Rossville; E. A. Tulcomer, Belleville; Mrs. E. Tulcomer, Belleville; C. N. Wooddell, Nickerson; R. B. Miller, Clifton; H. A. Wynn, Perth; Jno. W. Sedlie, Burden; H. B. Gilderson, S. C. Jackson, W. E. Smith, Wichita; G. W. Dockstader, Cawker City.

On the evening of June 8 the grain dealers with their ladies were entertained by the Kansas City Board of Trade at a banquet given at the Coates House. The tables were tastily decorated with flowers and the menu was most delectable.

Then followed an address of welcome by J. E. Seaver, president of the Kansas City Board of Trade, to which President L. Cortelyou responded. After several speakers had responded to toasts, E. D. Bigelow, secretary of the Board of Trade, following a glowing tribute to Secretary E. J. Smiley, presented him with a large box supposedly containing flowers, but which proved to contain a large scoop shovel, appropriately engraved for the occasion. Mr. Smiley was obliged to respond, which he did in fitting manner, and soon after the banquet ended, some of the dealers going to the Railroad Club rooms, where a smoker had been arranged, and others spent the remainder of the evening dancing in the hotel ballroom.

QUARANTINE AGAINST TEXAS GRAIN.

In order to prevent the spread of the boll weevil the Louisiana Crop Pest Commission has established quarantine regulations against Texas grain and garden truck, the effect of which is to practically prohibit grain shipments from Texas into Louisiana, the inhibition embracing the most important of the cotton, fruit and truck growing sections of Texas. The articles forbidden to be hauled by the railways through the state of Louisiana are cotton seed, hulls, sacks for the shipment of cotton seed and its products, as well as hay, straw, oats and corn; except that sacked oats and wheat in bulk, both loaded in tight box cars, may go through the state to points in Mississippi and beyond. Sacked oats may be transferred from one car to another within the limits of the City of New Orleans, but under no circumstances may either oats or wheat be unloaded, stored or delivered anywhere in the state of Louisiana. The Pest Commission says:

In view of the fact that there are many counties of Texas devoted to the culture of truck, fruit and such other products, and that these commodities, where properly safeguarded, may be distributed without danger of disseminating the Mexican cotton boll weevil, therefore be it declared, ordained and ordered that this Commission will accept for importation into Louisiana such farm products, except cotton seed, seed cotton, hulls, cotton seed and seed cotton sacks, hay, straw and such other material as the Commission may list hereafter, on the certificate of the entomologist of the United States Department of Agriculture or his duly accredited representative.

These restriction are a serious handicap on the Texas-Louisiana grain trade, which will have to seek some other gateway into the Southeast than the Crescent City.

A new schedule of grain elevator rates has been made by the old line companies for Illinois. The schedule changes the basis rate from \$1.75 to \$1.50 on elevators run by gasoline, cable or horsepower, and reducing the charge for deficiencies from 25 to 15 cents. Other changes are made which will tend to reduce rates materially.

ANNUAL MEETING OF THE ILLINOIS GRAIN DEALERS' ASSOCIATION.

The eleventh annual meeting of the Illinois Grain Dealers' Association at Decatur on June 15 was epochal. It abolished the election of secretary by the Association after this year, reduced him from rank as a member of the board of directors, and made him, after the annual meeting of 1905, the employe only of the Association and responsible to the board of directors, who alone shall have the power to elect or employ him. This is the beginning of constitutional changes that will tend to greatly improve the health and promote the vigor of the Association.

The convention, which was one of the largest the Association has held, at least for several years, was favored with fine weather in the morning and a refreshing and money-making shower in the afternoon, so that the delegates were comfortable in the crowded G. A. R. Hall and the sessions animated and full of business.

The mayor and other officials, who were expected to welcome the Association, being absent, President Mowry said he lived near enough to Decatur to be counted as one of her people, and in their behalf he welcomed the dealers.

S. S. Tanner responded to "a speech that had not been made," and did it in a very happy manner, regretting that so many old faces are gone forever; glad that so many, both old and new ones, take their places to keep up the succession of Association life. It is the personal touch that counts—giving greater confidence and respect the one for the other. There were a couple of capital stories, of course—a speech would not be Tannesque without them—but they were apropos and refreshing.

President Mowry's annual address was informal and reminisciential in part, as well as suggestive and explanatory. The state, he said, is only about half organized, and this insufficient organization is a serious matter, and will be more so next winter when legislative work will have to be done. If the Association had been better organized and its committee better supported at the last session of the legislature, its bills would not have been "licked out." One thing—before you vote for any members of the legislature be sure you know how they stand on questions you are interested in; don't elect them and afterwards complain if they do not vote as they should.

The finances of the Association have been in a more satisfactory condition than was expected. The management has had to be economical, but its work has been paid for and the treasurer's books show some little money on hand and all debts paid. The line companies have not all helped the state Association as much as they have the locals, but we hope to get them with the Association. The local associations in the state are all right when rightly managed, but sometimes they are run so as to cripple the state Association. This is a subject that ought to be taken up here and now.

Mr. Mowry then digressed to say a word on the farmers' elevator business, which he knew to be founded on a false view of the relations of farmers and grain dealers, and mainly the work of agitators, more or less interested in getting jobs, or adepts at fomenting discontent. Most grain dealers have treated the movement sensibly, waiting for it to run its course, as most weed pests run theirs on the farm, but a few have acted unwisely in attempting to go too fast, to uproot the annoyance, which should be left to itself.

The chairman announced the following committee on resolutions: J. W. Radford, Chicago; H. N. Knight, Monticello; E. R. Ulrich Jr., Springfield.

On motion of H. J. Patten of Chicago a committee of five was appointed on nominations. The chair appointed the following: Geo. C. Dunaway, Utica; L. G. Metcalf, Illiopolis; H. H. Newell, Bloomington; F. S. Weilepp, Cisco; F. L. Ream, Lostant.

On motion of Mr. Unland of Pekin, a committee of three was appointed on credentials, the chair appointing the following: Messrs. Unland of Pekin, Delany of Chicago and Crow of Blue Mound.

Adjourned to 1:30 p. m.

AFTERNOON SESSION.

The afternoon session began just as a heavy shower passed over the city, the beginning of a rain that continued, after the first violent dash, as a gentle downfall all afternoon and evening. The storm more or less typified the course of the session itself, which began full of suppressed feeling, threatening a really violent storm but which ended in a shower of grateful, harmonious change, that will be as beneficial to the Association as the rain was to the thirsty earth.

ORGANIZATION CHANGES PROPOSED.

The first item on the program was a paper by Geo. A. Wells of Iowa, as follows:

We are living in a progressive age, and considerable advancement is being made in the work of grain dealers' associations, as well as in other organizations of like character. We secretaries of state grain dealers' associations are becoming so well acquainted with each other that each secretary naturally takes advantage of any opportunity possible to profit by the experience of the others, and we find that a secretary to be successful must become somewhat of a genius in his particular line of work. In fact, he may almost consider himself a "doctor of harmony and influence."

The broad purpose of a grain dealers' association should be to promote harmony, not only as between the members themselves, but also as between the members and other interests, even the farmers, and to establish such a thorough organization of the grain dealers as to be able to secure concerted action and thus exercise when necessary a judicious prestige and influence. In addition to this, I believe that, inasmuch as society is becoming to be composed of organizations rather than of individuals, each and every organization, particularly trade organizations, should assume a responsibility and a duty to society and the public welfare.

No trade organization can succeed whose methods of work and purposes sought are wholly selfish, and it is just as essential for the well-being of a trade organization as for an individual to have the confidence and respect of the public. A trade organization should not exercise an influence tending toward monopoly further than to uphold the principle that the business be confined to those who are properly engaged therein and have proper facilities, such as the public demand, and conduct the business with the spirit and purpose of earning legitimate margins of profit. A trade organization should not undertake to arbitrarily control prices, but it is legitimate and right to exercise reasonable influences to prevent ruinous competition, and at the same time an association should see that unreasonable profits are not taken.

I am not in favor of the organized local grain dealers' association, and am going to suggest that you consider the idea of discontinuing the locals in Illinois, and I presume that there will be more or less opposition to my views on that subject. I suppose that you are aware that the Western state associations do not have the organized local grain dealers' associations. Experience has shown that the best work can be accomplished by having a secretary who receives a salary and gives his whole time to the work.

It is customary, however, in states that do not have the locals, for the state secretary to call local meetings of grain dealers at such times and places as he may find necessary to accomplish the most good, but these meetings are not called regularly; neither do we always call meetings of the same localities, the secretary using his judgment as to what dealers and what places will be the most favorable to be effective in getting results, and the results sought for are that friendship be promoted and obstinate dealers harmonized by acquaintance.

My experience is that grain dealers, when they become acquainted and friendly with each other, will usually have sense enough, if certain ideas of moral responsibility and discipline are upheld by the association, to maintain reasonable profits, and if the state secretary will keep in touch with local conditions generally, and call meetings as circumstances require, that the troubles will largely adjust themselves with the aid of such influence as the secretary may use. Of course, there will be certain chronic cases that will be hard to dispose of that he can keep working on continually, and there is almost always a time when some influence can be exercised that will reach them, and the secretary must watch for that opportunity.

In Iowa we begin about July 15 with the local meetings, covering the entire territory as fast

as possible. In making up my list of dealers for each meeting, I study the local conditions carefully and always have in mind any local personal difficulties that may exist, using every opportunity possible in connection with the meeting to exercise an influence to dispose of personal troubles and a certain line of policy is thus mapped out beforehand for every meeting. The size of the meetings called depends on circumstances, and sometimes it may be best to call only a very few dealers together, while at other meetings it is consistent to include a larger number. The hardest work the secretary has to do is to secure an attendance of the particular dealers he wants and must have to get results and I sometimes spend several dollars using telephone to make sure of their attendance.

As I have stated, I make up a list of stations and dealers for every meeting, and when the meeting is called to order I call on each dealer to state what the conditions are at his station, as to whether proper margins are being maintained or not, and any other questions pertinent to the general situation. Frequently some dealer will be accused of sacrificing his margins, and he will have for his reason, perhaps, that some competitor forced him to do so, but he took some farmer's word for it which was not true, and it will thus be shown that more confidence is a necessary thing for self-protection, and such feeling of confidence will grow until finally farmers' lies don't count.

We always include non-members in our meetings and the question of membership is hardly ever discussed.

That old and homely saying that "too many cooks spoil the broth," it seems to me is applicable to association work in having local associations, and consequently so many officers that it is impossible to establish a general definite policy to accomplish a single purpose, and secure concerted action in matters of general concern.

There is certainly a large field of work for a state grain dealers' association in Illinois, along lines that are legitimate, for the good of the grain trade, and also along lines that are for the public good. Having within this state the largest terminal grain market of the world, and suffering, as the grain trade and the farmers are, from the political abuses connected with the state supervision of weights and inspection, the state offers an important political field for state work.

The improvement of quality and yields of grain may be given attention in such a way as to be of much benefit to the farmers and the public.

Extend your work along these lines, and you will be surprised at the harmonious results, both as among the dealers and also as between the grain dealers and the public.

The grain business is a legitimate business, and perhaps no other line of commercial business is so closely identified with the public welfare. It is so much so that the grain business may almost be considered as semi-public. Grain dealers have a right, that they should insist on, of having legitimate margins of profit. However, they have no right to take unreasonable profits, and a grain dealers' association that secures a general condition, whereby all grain dealers earn reasonable and legitimate profits and in no case take unreasonable profits, has performed a work for the public good.

That general chaotic condition where no profits are earned at some stations with ruinous fights, perhaps, being conducted, while at other stations unreasonable profits are taken, is entirely undesirable from a public standpoint and hazardous for the dealers. Each individual grain dealer and member should assume personal responsibility in local troubles and adopt conciliatory rather than retaliatory measures, and with a membership of this character a state secretary can do good work locally and also accomplish results along general lines. Concerted action and judicious exercise of prestige is the best demonstration of thorough organization, and you should have the largest and most important state grain dealers' association in Illinois of any state.

Capt. I. P. Rumsey was then introduced, who said that as he looked around him and saw on the walls pictures of the men he once followed to victory, he felt inspired; and as I look upon the faces of the young men before me, I feel the country is safe, and this Association, too, is safe, if these men live up to the rules which good conduct lays down for our guidance. Returning recently from the field of Shiloh I found myself down for an address to this meeting, myself to choose my own subject. If I were to do so I should select the word "harmony." It would be a good topic for this time and place. Mr. Wells has shown you what harmony has done in his state. It seems to me there is too much local feeling in this Association—the feeling that the locals can get on without the state association. But Mr. Wells has shown you that there must be

a closer union of localities to make a harmonious whole. This Association might be brought into unison by electing the presidents of the locals as directors of the state body, and I hope the nominating committee has borne this in mind. I don't want to take up your time, but I must say this is a most important—a critical—meeting of the Association. You can meet the common enemy only by harmonious action, and if harmony does not obtain the organization will go to pieces.

S. S. Tanner of Minier was called for, who said he thought the paper of Mr. Wells and the remarks of Captain Rumsey particularly pertinent to the situation. There is a lack of harmony, and we must here and now put an end to the discord. As for the common enemy—I see him on the run, and nearly at the end of his course.

Mr. Tanner was deeply in earnest, and quite sharply characterized those who are in the Association "for revenue," but who do not add to its revenue, nor fight with its members shoulder to shoulder, as they should. These men must get interested in this work.

Secretary Geo. A. Stibbens followed with a characteristic talk on arbitration. He is so full of it that he always talks forcefully, but it was somewhat of a surprise for the friends of arbitration to learn that many grain dealers in the Southeast—"of all places," as some will say—non-members, have been going to the National Association asking that body to arbitrate differences.

The committee on credentials, by Mr. Unland, reported that they had examined the roll of members prepared by the secretary, and found that it was correct, and that all persons so enrolled were entitled to vote. The report was adopted.

RESOLUTIONS.

The committee on resolutions, by J. W. Radford, presented the following report:

We congratulate the members of this Association on the fact that they have participated in the general prosperity of this great nation, but would call your attention to the fact that, as in all lines of business and trade, the best asset and the most important factor in your welfare is the good-will of your customers. As your interests and the farmers' are identical, you can see the necessity of cultivating and retaining their good-will.

COMMEND THE EXCHANGES.

RESOLVED, That we hereby commend the efforts of the various exchanges looking toward the correcting of the evils pertaining to the weighing of grain in various markets.

NATIONAL ASSOCIATION.

RESOLVED, That we recommend a closer affiliation of the various state and local associations through the Grain Dealers' National Association or otherwise, as may be deemed best.

RESOLVED, That we commend the Grain Dealers' National Association for the efficient work it is doing for the betterment of the grain trade generally.

UNIFORM INSPECTION.

WHEREAS, in times past there has been quite a variation in the matter of inspection in the different markets of the United States, which we think can be remedied by the Chief Grain Inspectors' National Association;

RESOLVED, That we hereby heartily endorse the efforts of the said Association, and trust that their labors will meet with their merited success, as it is a matter of vital importance to the trade to have the inspections in the various markets more uniform.

CIVIL SERVICE REFORM.

WHEREAS, The legislature of this state will convene before the next annual meeting of the Association; and

WHEREAS, All the dealers of the state are vitally interested in separating the inspection of grain from politics and putting the same on a strict merit and civil service basis; therefore, be it

RESOLVED, That each member of this Association use every possible effort to see that only such men are elected to the legislature as are in favor of a strong merit and civil service law for the various state institutions and offices.

THANKS TO OFFICERS.

RESOLVED, That we would commend and thank the retiring officers of this Association for their efficient and untiring efforts on behalf of the grain trade.

IN MEMORIAM.

WHEREAS, It has seemed best by an all-wise Providence to remove from our midst by death our fellow members and associates, Chas. T. Nash

of Chicago, Geo. B. Dewey of Chicago, W. L. Dumont of Decatur, B. Z. Taylor of Decatur, and Wm. Clegg of Tower Hill; therefore, be it hereby

RESOLVED, That it is the sense of this Association that it is with deep sympathy we feel their departure from among us; and we herewith instruct our secretary to convey to the families of each of them our heartfelt sympathy in this their hour of sorrow and bereavement.

The above resolutions, being the unanimous report of the committee, were on motion of Mr. Unland adopted.

On motion of Mr. Patten copies of the resolution on civil service reform were directed to be sent to all candidates for the office of governor of Illinois.

SECRETARIAL CONTEST.

Mr. Radford then presented the two resolutions following, both minority reports, which were submitted to the convention without recommendation:

WHEREAS, A strife for the nomination of secretary has caused considerable friction, which does not tend to the best interests of this Association;

RESOLVED, That this Association will pass the election of a secretary, referring the same to the board of directors, to be elected at this meeting, and this Association hereby ratifies and confirms in advance the action of said board of directors in the choice of a secretary.

RESOLVED, That the Constitution and By-laws of the Illinois Grain Dealers' Association be amended to provide for the employment of a secretary by the board of directors, at such a salary as they may deem best for the good of the Association.

Mr. Patten moved that the constitution be amended as proposed in the first minority report.

Mr. Unland objected to constitutional amendments on every trivial occasion.

Mr. Dunaway said that if the motion prevailed the report of the nominating committee would need to be changed.

Mr. Patten said he had no interest whatever in the secretaryship, except that he should be a strong man, and that, further, the president should be a country grain dealer, who could wield an influence at Springfield at the session of next winter. The amendment proposed is in accord with the best associational methods.

It appeared from the subsequent debate that a hot contest had developed for the secretaryship, and that the committee being in deadlock on the recommendation of a candidate, a compromise had been effected, the nature of which would appear from that committee's report, in view of which a motion to table Mr. Patten's motion was agreed to.

SECRETARY'S REPORT.

The secretary's annual report was then read as follows:

I take pleasure in submitting this, my first annual and the eleventh annual report of our Association.

One year ago there were 669 members reported. This was an error of 36; there was an error in the count, as I found only 633 names enrolled on the books. Of this number we have lost 84 since last June, and I have secured 62 new members since then, so that our membership to-day is only 621. Of the 84 that we lost one died, ten receivers and three shippers withdrew, and the others either sold out or were dropped for non-payment of dues.

I found quite a number of members who were two, three, and some four, years in arrears, and all who were three and four years in arrears were dropped a short time ago, after repeated efforts on my part to have them pay up had been unsuccessful. There are 46 members who are two years in arrears, 154 who are one year in arrears, and 20 who are less than one year in arrears. I have met with some success in collecting from some of the members who were two years in arrears, and so I decided to give the balance a chance to pay up at this meeting. In case they do not do this, I would recommend that they be dropped.

Some of the receivers that withdrew made the statement that, as they were members of the National Association, they would affiliate with the associations of each state. Others said that, as they had no country elevators, they confine their membership to the National Association. Of the shippers that withdrew, one said he belonged to a local association, and did not care to belong to two associations of this kind. One was dissatisfied with the officers elected last June, and the other one withdrew because his competitor was a member of the Association.

The first six or eight months of my work as secretary were taken up principally in settling differences between country dealers. This gave me

very little time for anything else, and there was not so much new work done as I expected to do; but I am very glad to say that these differences are very few at the present time, and there will from this time forward be more time for new work.

Arbitration.—We have had twelve cases of difference between receivers and shippers decided by our arbitration committee, and a great many have been settled without the assistance of the committee by the secretary. These cases of difference represent a very large amount of money in dispute, and a very large saving of money in the way of attorney's fees. Several of our members have refused to arbitrate, and their names would have been presented to the executive committee had not one of the committee been out of the state; and if it is the will of the Association that I be their secretary for another year, this will be one of the first matters that will be attended to.

I consider arbitration one of the greatest features of association work. All grain dealers' associations are committed to its principles, and we must discipline any of our members who refuse to arbitrate, or we are bound to lose our prestige as an association.

Local Associations.—I find that local associations are to a certain extent a detriment to the state association, as some of the dealers who belong to the locals and are paying from five to twelve dollars a year to the support of such local do not care to contribute to the support of the state association. One representative of a local association remarked that the state association had grown so large it was unwieldy. I have always believed that there was strength in union, also in numbers, and the larger our number the more powerful we would be. While local associations are a good thing in a great many ways, and are doing a great good in attending to local affairs, which has resulted in a better acquaintance and a more friendly feeling among the grain dealers, they cannot accomplish all that is needed in association work. If any changes are brought about in a terminal market, they are brought about by the state association, and by the assistance of the National and other state associations.

I will call your attention to the remarkable change in the St. Louis market since last October. The stealing of grain in the railroad yards prior to that time, and the consequent short weights, were appalling. Since then, through the efforts of the secretaries of the different state associations and the National secretary, these shortages have been reduced wonderfully, the number of employes in the weighing bureau has been more than doubled, watchmen with police authority have been appointed, and special attention is given to the guarding of grain in railroad yards. And the weighing bureau of the Merchants' Exchange of St. Louis is fast forging to the front as one of the most efficient in the country.

Some work was also done at Memphis and other points, and conditions made decidedly better at all points except East St. Louis, where matters are in the hands of the politicians; but recent events lead me to believe that the prospects of relief in that quarter are very bright, and I am in hopes that the Lord will direct the steps of the woodman at Springfield with his little ax to East St. Louis, and that no political weigher may escape him.

The advisory committee of the National Association, composed of the secretaries of the different state associations, is continually at work investigating the conditions at the different terminal markets, and are inducing receivers to improve their methods of handling and weighing grain and are bringing receivers and shippers closer together.

Some dealers appear to think that the only object of a grain dealers' association is to control competition and prices. This is a mistake, as our Association does not work on these lines, and does not fix prices or try to stifle competition. We are opposed to an unreasonable margin of profit, but claim that we are entitled to a fair remuneration for our investment and labor, and no fair-minded man will expect us to do business without this.

Financial Statement.—

Cash on hand June 3, 1903.....	\$ 558.84
Collections to June 14, 1904.....	4,406.22

Total receipts and balance.....	\$4,965.06
Disbursements	4,569.01

Cash on hand	\$ 396.05
Bills receivable (unpaid ads. in Directory)	360.00
Desks, chairs, typewriter, mimeograph and other office fixtures	230.00

Net worth	\$ 986.05
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DUES TO NATIONAL ASSOCIATION.

J. A. Wesch of Arcola, of the executive committee, reported on dues to the National Association, which it appears have not been paid to date, owing in part to a misunderstanding of the matter of representation in the last annual convention of that body. Mr. Stibbens explained that the affiliated as-

sociations have just such representation in the National convention as is paid for by them, and that in 1903 the payments of the Illinois Association represented a membership of 162, to which it received credit. There was some little disposition, owing to the depleted treasury, to "let the National go"—Edwin Beggs of Ashland confessed that he had always opposed it and "didn't see what good it was;" but G. H. Hubbard of Mt. Pulaski voiced the opinion of the convention in saying emphatically that, "We are pledged to pay \$1 per member to the National Association." The matter was dropped for the moment to discuss the status of delinquent members; but subsequently, on motion of Mr. Wesch, the amount of \$1 per member in good standing at this date was directed to be remitted to the secretary-treasurer of the National Association.

The trade rules committee, by Mr. C. A. Burks of Decatur, reported, recommending the adoption by this Association of the trade rules of the National Association, and that members follow them closely and thereby avoid disputes as to contracts. A motion to adopt said National rules was agreed to.

ELECTION OF OFFICERS.

The committee on nominations, by Geo. C. Dunaway, reported the following recommendations of candidates:

For President—A. W. Lloyd of Chicago.

For Vice-President—J. N. Hairgrove of Virden.

For Secretary—George Beyer of De Pue.

For Treasurer—H. I. Baldwin of Decatur.

For Directors—Edwin Beggs of Ashland, J. B. Wooden of St. Joseph, Geo. C. Dunaway of Utica, L. C. McFadden of Havana, Erastus Roberts of Peoria, C. P. Cline of Decatur.

A motion was made to adopt the report of the committee.

The motion precipitated a spirited debate, opened by Mr. Tanner, who opposed Mr. Lloyd for president on the ground that that official should be a strong and influential country grain dealer, who should be selected in view of the legislative work to be done during the coming winter. Others spoke to the same purport. Mr. Patten condemned the report (without prejudice to anyone) as a weak compromise. Mr. Hershey of Chicago proposed to substitute the name of S. S. Tanner for that of A. W. Lloyd, but Mr. Tanner most positively and finally declined. Mr. Knight of Monticello moved that the name of Mr. Hubbard of Mt. Pulaski be substituted for that of Mr. Lloyd.

Mr. Lloyd thereupon said that as he saw there was a prejudice against him in the Association and a disposition not to do him justice, he would withdraw his name as a candidate and from the Association, to which last announcement of purpose there were several protests.

The name of Mr. Hubbard was thereupon substituted for that of Mr. Lloyd in the report.

Mr. Wooden of St. Joseph regretted there was no representative on the directory from north of the Illinois River. In view of the effort made in the past to organize that territory, he thought this a serious mistake.

The report of the committee was then adopted and the gentlemen so recommended by it declared elected to the several offices therein named, to serve for one year.

ASSISTANT SECRETARY.

Mr. Beggs of Ashland moved, in the interest of harmony, that the directory be empowered to employ A. W. Lloyd to act as assistant secretary, at a salary equal to that paid the secretary.

There were some very pointed satirical amendments offered to the motion, which were, of course, not considered.

Mr. Beggs defused his position by saying the Association needed Mr. Lloyd's services.

G. L. Graham of St. Louis said he did not like the policy of having two secretaries, but there is a very large part of the state wholly unorganized in which a second good worker could be used to advantage, giving him the power and authority of traveling man and organizer.

Mr. Lloyd protested that he should not be considered as a recipient of bounty, as he was quite able to maintain his own footing.

A motion to the effect that it is the sense of the Association that Mr. Lloyd should be employed at the salary paid the secretary was agreed to.

Mr. Hubbard was then introduced by ex-President Mowry as his successor, after he had personally congratulated Mr. Hubbard on his new honors and warned him of the duties and troubles ahead of him.

Mr. Hubbard said he had accepted office under the circumstances in which it had come to him only as a good soldier obeys all orders. He said he had a good conception of what was coming, but he was not afraid of it. The doing of one's duty is always accompanied by some friction—even plant life, seemingly the least subject to the influences of strife, come to their fruition only after struggles with the elements and natural conditions about them. But he proposed to do what he believed to be right. We are organized for a purpose—the promotion of the common interests—and the trivial matters we do not agree upon should be treated fairly and reasonably, and not allowed to effect an adverse influence.

On motion of Mr. Patten a vote of thanks was tendered the retiring officers, upon which Mr. Mowry expressed his satisfaction with his work of twenty years in this Association.

H. C. Hall of Paxton moved that the chair appoint a committee of five on inspection, who shall visit Chief Inspector Cowen and endeavor to secure a reform of the corn inspection. He held that as No. 3 corn has now become the commercial grade and by the bids of track buyers ("No 3 or better") is substantially accepted as No. 2, it should be so inspected to conform to the rules of the department. The committee was so ordered.

Adjourned to 8 p. m.

EVENING SESSION.

The evening session was opened by a verbal report by J. W. Radford of the committee on legislation. The committee has had no work to do at Springfield, of course, but it has kept up the agitation for a civil service law through the Illinois Civil Service Association, which has added the Association to its list of those interested in this movement. The committee thought that if the grain trade will take hold of the work of reform heartily a civil service law governing the employes of the grain and other state offices can be obtained at the next session. Mr. Deneen is for it, and Mr. Stringer was one of the strongest advocates of the bill the last session. The Civil Service Association has the record of all members of the last legislature on this question, which it is proposed shortly to publish. It is noteworthy that, as in Congress, at every roll call civil service won out; whenever a vote was taken viva voce it lost. It is now proposed to make all candidates show their hands before election. Grain dealers do not appreciate their own influence on elections, nor with the farmers, whose interest in non-partisan grain inspection is quite as great, if not greater, than that of the grain dealers. You, grain dealers and farmers, must pledge your candidates to vote for civil service reform before election.

Frank J. Delany proposed to amend the constitution to provide for the employment of a secretary by the directors, to take effect after the annual election of 1905. This is a good time to harmonize a year in advance, he said. The secretaryship has long been a source of discord. We can now remove the cause of future trouble by a change of constitution.

On motion, Messrs. Delany and Graham and Secretary Beyer were appointed to draft the amendments necessary to carry out Mr. Delany's ideas, and to change the term of office of directors (proposed by Mr. Patten) from one to two years after 1905, a part only of the directory to retire annually, and report immediately. The committee subsequently submitted the following amendments, which were, on motion, unanimously adopted:

Sec. 1, Article III, amended to read as follows: "The officers of this Association shall consist of a President, Vice-President, Secretary and Treasurer and a Board of Directors, consisting of the President, Vice-President and seven other members, a majority of which shall constitute a quorum."

Article IV amended to read as follows:

"Sec. 1.—The officers of this Association, except the Secretary, shall be elected at the annual meeting each year and shall hold office until their successors are duly qualified.

"Sec. 2.—At the annual meeting of 1905 seven directors shall be elected, four for a term of two years and the remaining three for a term of one year. At each succeeding annual meeting there shall be elected either three or four directors, for a term of two years.

"Sec. 3.—The President, Vice-President and Treasurer of the Association shall hold office for a period of one year, or until their successors are duly qualified.

"Sec. 4.—The regularly elected Board of Directors shall at their first meeting following the annual meeting of the Association each year elect a secretary of this Association, upon such terms of compensation as they may decide upon."

While the committee was at work, Mr. Wm. P. Sidley, introduced by Capt. Rumsey, made an address explaining briefly the wants of the city of Chicago next urging the constitutional amendment to be voted on next November, providing for a new charter to Chicago. This was the first of many addresses Chicago proposes to have made to the voters of Illinois outside of Cook County, urging them to vote for the amendment and thus help Chicago out of her financial and governmental difficulties.

On motion, adjourned sine die.

DECATUR CLIPPINGS.

Secretary Beyer provided cigars for the dealers at the evening session.

Everybody read the display cards of C. A. Burks, elevator broker of Decatur.

C. A. McCotter and J. J. Fitzgerald represented the Grain Dealers' National Mutual Fire Insurance Co.

George A. Wells, secretary of the Iowa Grain Dealers' Association, was the only visiting state secretary.

The carnations provided by M. Vehon and J. G. Woodman, of Rosenbaum Brothers, lent local color to the sessions.

H. Stanbery, representing the Millers' National Insurance Co., Chicago, had headquarters in Room 3 of the Decatur Hotel.

D. D. Hall, of Tyng, Hall & Co., B. E. Miles, of P. B. & C. C. Miles, and Louis Mueller, of T. A. Grier & Co., were present from the Peoria market.

The Toledo market was represented by Chief Grain Inspector Edw. W. Culver, Charles Knox, of Reynolds Bros.; J. S. Wiley, of the United Grain Co.; H. D. Raddatz, with W. A. Rundell & Co.

Chicago was out in full force, representatives from that market being as follows: Chief weighmaster, H. A. Foss; National secretary, Geo. A. Stibbens; J. W. Radford and Gordan Hanna, with Pope & Eckhardt Co.; B. C. Baldwin, with Chicago Grain & Elevator Co.; W. M. Christy and A. W. Lloyd, with Fyfe, Manson & Co.; I. P. and H. A. Rumsey, of Rumsey & Company; Frank Baker and B. F. Traxler, of Baker & Traxler; C. H. Witthoefft, with Gerstenberg & Co.; M. Vehon and J. G. Woodman, with Rosenbaum Brothers; D. I. Van Ness, of Van Ness Brothers; George A. White, of United Grain Co.; A. E. Wood and H. L. Miller, with E. W. Bailey & Co.; Sam Finney and J. M. Maguire; W. M. Hirschev; H. C. Tait, with Warner & Wilbur; W. Crarer, with Hulburd, Warren & Co.; John F. Howard; J. D. Stacey, with Updike Commission Co.; John Beggs, with W. F. Johnson & Co.; James Hayde, with Creighton & Co.; Frank J. Delaney, with Nash, Wright Co.; L. S. Hoyt, with Montague & Co.; G. B. Ehle, with Ware & Leland; B. L. Coolidge, of Pacey-Day Grain Co.; M. J. Timberlake, with T. E. Wells & Co.; O. C. White, with H. Hemmelgarn & Co.; Samuel Manyas with W. H. Laidley & Co.; H. C. Hatterscheid, with W. R. Mumford Co.; H. C. Hall,

with C. R. Clark; Harry Newell, with Rogers Grain Co.; H. J. Patten, of Bartlett, Frazier & Carrington.

The machinery element was represented by G. T. Burrell, of Burrell Engineering & Construction Co., Chicago; T. M. Van Horn, representing Weller Mfg. Co., Chicago; M. Boatman and Frank Dawson, with Fairbanks, Morse & Co., Chicago.

The Decatur people that were seen at the sessions included R. C. Roberts, H. I. Baldwin, C. A. Burks, W. H. Suffern, R. I. Hunt, F. M. Pratt, Frank Evans, R. W. Chapman, W. Peck, J. F. Sprague, T. C. Harney, H. W. Hudson, Will Shellabarger, George W. Walker.

From the St. Louis market G. L. Graham and R. S. Green, of G. L. Graham & Co.; J. A. Connor, of Connor Bros. & Co.; T. C. Taylor, with Brinson, Waggoner Grain Co.; S. T. Marshall, of Calumet Grain Commission Co.; C. L. Wright, of J. L. Wright Grain Co.; F. P. Neal, with Cochrane Grain Co.; S. P. Jordan, with P. P. Williams Grain Co.

The East and South sent C. P. Wolverton, of Buffalo Cereal Co., Buffalo, N. Y.; Wm. S. Gilbreath and Bert A. Boyd, Indianapolis; Geo. H. Parvin, Cincinnati; J. P. Sledge, with Wisner & Co., Memphis, Tenn.; J. V. Metzger, Cincinnati, Ohio; H. H. Hughes, Nashville, Tenn.; John H. Bell, Nashville, Tenn.; W. H. Brinkley, Indianapolis, Ind.; D. E. McGaw, Atlanta, Ga.

A good attendance. It included the following: George Dunaway, Utica; J. M. Jones, Dewey; Edwin Beggs, Ashland; George A. DeLong, Fooseland; J. A. Wesch, Arcola; H. N. Knight, Monticello; John P. Wrenn, Washington; G. C. McFadden, Havana; S. S. Tanner, Minier; Lee G. Metcalf, Illiopolis; J. P. Woolford, Galton; E. R. Ulrich Jr., Springfield; F. L. Ream, Lostant; Wm. Buehrig, Minier; E. F. Verry, Armington; T. D. Hanson, Villa Grove; F. S. Larison, El Paso; C. W. Savage, Virginia; B. Barbee, Auburn; John Rapp, San Jose; Abel Brooks, Bloomington; F. E. Barbee, Glenarm; R. B. Andrews, Macon; J. P. Sledge, Champaign; Harry Allen, Broadland; Fred Anderson, Allerton; J. T. Samans, Pierson; D. W. Burner, New Holland; S. A. Hayward, Tremont; M. H. Craven, Odell; J. E. Collins, Garrett; James Delaney, Niantic; E. Walker, Assumption; G. H. Hubbard, Mt. Pulaski; J. W. Barrett, Pekin; B. A. Turner, Edinburg; J. C. Hamilton, Bullardville; Matt Hogan, Seneca; Wm. Ernst, Carlock; Geo. L. Hight, Walker; W. O. Moyer, Chesterville; F. Fuson, Pierson; A. F. Gilchrist, Gibson City; A. P. Hill, Blue Mound; C. H. Faith, Warrensburg; A. M. Blythe, Gays; J. C. Roe, Hays; Frank Askern, Bloomington; F. L. Warner, Fisher; D. P. Morgan and O. P. Imogen, Ivesdale; D. M. Burner, New Holland; R. B. Webster, Lodge; E. W. Jokisch, Boody; Wm. Truitt, Findlay; H. B. Lanchant, Assumption; J. F. Beall, Niantic; O. C. Kaiser, Parnell; E. F. Unland, Pekin; George W. Smith, Waynesville; J. A. Hasenwinkle, Bloomington; J. R. Howell, Burrowville; Wm. Kleiss, Pesotum; G. W. Miller, Wapella; B. F. Tucker and H. W. Mathis, Morton; Wm. Noble, Fooseland; J. A. Ellis, Deer Creek; A. Ritscher, Taylorville; Chas. H. Merritt, Dwight; A. B. Herdman, Morrisonville; Geo. L. Haight, Macon; E. W. Bockewitz, Harvel; E. W. Crow, Blue Mound; Thomas Ogden, Dewey; H. C. Hall, Paxton; J. H. Wilson, Danville; T. L. Bane, Bethany; V. Hawthorne and Albert Hiser, La Place; J. Nichols, Sodus; C. Cuppy and A. T. Moss, Kemp; Wm. Richie, Warrensburg; W. W. Berry and R. O. Augur, Breckenridge; P. E. Ballet, Edinburg; Mathias Tex, Velma; E. G. Hayward, Cookesville; John H. Doyle, Long View; F. E. Doyle, Arcola; J. M. Camp, Bement; Thomas New, Tomlinson.

CHIEF INSPECTORS.

The annual meeting of the Chief Grain Inspectors' National Association will be held at Milwaukee in connection with the Grain Dealers' National Association meeting, on June 22-24. Type samples of grain will be exhibited as usual.

THE FIRE HAZARD OF ELEVATORS.

[A paper by C. A. McCotter, read at the midsummer meeting of the Indiana Grain Dealers' Association at Indianapolis, on June 1, 1904.]

Regardless of what has been written and said relative to the fire hazards in country elevators, the education of the average grain dealer along those lines has but just begun. Of course, the failing that he has in his dealings with the fire hazard is the one to which humanity in general is addicted, which is a lack of appreciation of where the real danger lies. "A burned child dreads the fire." It will not carelessly expose itself to the danger from the same source in the future; yet other dangers will have no terrors until it is "burned" by them. This trait of human nature seems to stick to us from the cradle to the grave. Some wise men, I suppose, put it off on a child, but the chances are even that he was guilty of the act himself.

Let a man suffer loss by fire from a known cause and an insurance company is safe from ever having to pay a loss in the future on that man's property from a like cause. He will safeguard himself in every way imaginable, in his attempts to block that entrance against fire; yet he will pay no attention to hazards equally as great that exist and accumulate while he is setting a trap for the known hazard. We have an account of an elevator that burned a short while ago, owing to the fact that the cob house wall was frame and was built within six inches of the boiler setting. The brick setting cracked, sparks reached the woodwork, and the property was wholly destroyed. When the elevator was rebuilt, a two-course brick wall was laid between the cob house and the boiler setting. This was a very wise provision, indeed, and if the owner had used the same precaution in the entire construction, he would have shown good sense. But no, he never had had a fire from any other cause, and he did not deem it necessary to guard against anything else. He put his shelter in an out-of-the-way place where it could not be reached conveniently. He knew that a sheller bearing would heat quicker than any other bearing in the house, but because the sheller had never burned his elevator, he did not consider it a source of danger.

Another elevator was burned from overheated dust in an adjoining dust house. When it was rebuilt, the dust house was placed forty feet away. No more fires from the dust house, but a gasoline engine with a flame igniter was put on the main floor. A leaky gasoline engine in a frame attached engine house burned an elevator less than a month ago. It is being replaced with a brick detached engine house, but with a dust house in the main building. Sparks from a locomotive dropped on an old shingle roof a week ago, but were extinguished with only a small damage. The old roof was torn off the next day and a new one put on, while the owner of the elevator allowed his men to collect the greasy waste along the railroad tracks and store it in a wooden box in his elevator to be used for kindling fires. These examples could be prolonged indefinitely, but they are sufficient to establish the point I have made.

Now, reasoning from cause to effect, is it not safe to assume that if the cause which has burned one elevator exists in another that the same effect is likely to be produced? And if the cause which burned one house is eradicated from another, does it not follow that the chance of fire from that cause is also eradicated? This is plain, simple reasoning; and, were it put into practice, the loss from fires in country elevators would be materially decreased.

The company for which I am secretary makes a specialty of country elevator insurance. The major portion of our work consists of compiling statistics, giving the causes of elevator fires, studying the hazards and determining which should be corrected in order to make a risk safe. Our force of inspectors in the field is going over

elevators every workday in the month, and it is our aim to perfect them in the hazards peculiar to country elevators. In this study all elevators look alike, because we maintain that if one elevator can burn from a frame cob house or a leaky gasoline engine, another can. Yet they report that the most difficult thing with which they have to contend is trying to impress elevator owners with this plain fact.

It is a common saying that elevators burn because the owners want them to burn. We do not deny that even among grain men there is an element of moral hazard, nor that any other property can be burned more easily with less signs for detection than a country elevator. However, we will not admit that country elevators are burned for the insurance money any oftener—no, not as often—as other classes of property. Whether or not this is due to the high grade of men in the business we will not discuss; but when have grain men suffered more than they have during the past two years, while elevator fires have been below the normal? We contend that an assignable cause can be given of the majority of elevator fires. An elevator is burned in the dead of night. It has not been operated for two or three days. A train has not passed it in five hours. "Burned for the insurance money" is the remark heard. If a post mortem examination could be made of the property, revealing the conditions as they existed just prior to the fire, it is a safe gamble to wager that a smoldering fire would be found. It was only last week that one of our inspectors went through an elevator and found corn silks in the dust house so hot that they could not be held in the hand. When the owner's attention was called to the fact he languidly said: "Oh, we will take them out soon." Now talk about incendiary fires all you will, but this is a sample of what we find every day in the week.

How many of you men insist that your employes make an inspection of the house just before closing time to ascertain if there are any hot boxes? I venture to say that a roll call would not bring ten to their feet. Now, just imagine running a house to its full capacity for ten hours, and combine this with a careless employe who finds one box too high or another too low to properly oil it and leaves it, and you will agree that it is a dangerous proposition to leave your property at night without a thorough inspection of every hearing in it. Our inspectors have reported fifty houses where they found bearings heated to a high degree at closing time, and the employe putting on his coat ready to go home. These are a few of the causes that burn elevators, some of which are blamed on incendiaries and locomotive sparks.

When you are told that your neighbor's elevator, or an elevator a thousand miles away, has burned from a certain cause, and that the same cause exists in your own house, eradicate it. Don't wait and let it burn you and then put a brick wall around it the next time. Over in Illinois is a man who has burned out three times during the past ten years. While this company would not like such a calamity to befall any of you, yet it would like to see its policyholders take a few of the precautionary measures that this man has taken. He has a steam elevator with a brick engine house, concrete roof and floor, brick stack, and a brick wall between the cob room and the power house. The elevator proper is iron-clad, iron-roofed, bins covered with iron and iron-lined, floors and ceilings covered with iron, iron elevator legs, and in his office there is not a stick of wood except the chairs and desk. This is going to the other extreme, but it only demonstrates the proposition pointed out in the first part of this paper, that the oftener a man is visited by fire the more careful he will be.

Ninety per cent. of the fires could have been prevented if the right thing had been done. At the door of carelessness is laid the blame of 50 per cent of the fires that occur; but I will not call it carelessness, although a sharp line would have to be drawn between that name and any

other by which it might be called. Grain men cannot afford to burn. A fire at any time would mean a serious loss to them; and it is hard to believe that men who, as a class, are as successful as they are, and as careful in business as they must be, would allow fire to creep upon them through the fault of carelessness. Lack of appreciation of the danger that surrounds them is the better reason to assign for the fire hazard that exists.

Danger loses half its terror through familiarity with it. A railroad man is afraid of the sea and a sailor is afraid of the railroad; yet each in his own vocation sees no particular danger in the position he occupies, merely because he has become familiar with it. But that does not lessen the hazard of either's work. It is the same in regard to fire. A man who has had wood pulleys in the heads or in the boots of his elevator for a number of years laughs when told they are dangerous. He has become familiar with them. But laugh as he will, it is a fact that they are dangerous and have caused many fires. It is the same with other hazards. A smokestack too close to the roof will generate sufficient heat to fire the wood. A spark lighting in the grass around an elevator cost our company \$1,500. Steam pipes in contact with woodwork have caused numerous fires. Spontaneous combustion of wet dust is a danger to fight shy of. Shafting getting out of alignment, due to the loading or emptying of the elevator, will often produce a hot box. For this reason a shaft should never rest on the bins. A farmer throwing a lighted cigar in a wastebasket caused us to mourn a few months ago. From this we might conclude that it would be safer to keep farmers out of your elevators; but as that would be too radical a measure to adopt, we will have to take our chances on a repetition of this. Mice and matches are a poor combination; but as it is easier to handle the matches than it is to handle the mice, they should always be kept in a tin box out of reach of those pests.

These are a few of the causes that eat up the revenues of fire insurance companies. If these dangers could be impressed more forcibly upon each of you, and all other insurers, than can be done by this paper, insurance men would be made happier by a reduced loss ratio and insurers by a reduced cost. When inspectors visit you, learn where the hazards are that surround your property and eliminate them.

The property owners of the country pay for all the fire losses, whether occasioned by single fires or conflagrations, unavoidable causes or pure negligence of the owner or others. It may seem discouraging for the individual to try to reduce his insurance cost when his premium is placed in a "jaek-pot" with everyone else and the fund used to pay losses on all kinds of property from all kinds of causes. But this is not necessary for the careful man who takes advantage of every facility for his business. To-day, nearly every class of business has a good mutual insurance company. For years the millers have used their own insurance companies, and now the elevator owners are patronizing their own company. There can be no question as to the result, compared with any other system.

ELEVATORS IN MEXICO.

A recent telegram from the City of Mexico says that a number of capitalists and grain dealers of that city will form a company with a capital of \$2,500,000 to build a line of grain elevators at points on the various railways passing through the wheat-growing regions of that country. The storage elevator to be built in the City of Mexico will have 750,000 bushels' storage capacity in steel tanks, the line houses about 35,000 bushels each.

The new system, which is a novelty for this country, will, it is hoped, as the telegram says, "prevent loss through improper storage and handling of grain and aid in giving stability to prices. The better conditions will also tend to increase wheat growing."

THE RELATION OF THE GRAIN DEALERS AND MILLERS OF INDIANA TO THE ATLANTIC SEABOARD.

[A paper by John W. Snyder of Baltimore, read at the midsummer meeting of the Indiana Grain Dealers' Association on June 1, 1904.]

The state of Indiana, situated in the center of what is known as the Middle West, has in its relation to the Atlantic Seaboard some individual features; and a brief reference to its geographical position makes them very plain. Situated between the 37th and 42d parallels of latitude, extending about 275 miles from north to south, it differs from the states bounding it on the north, east and west in that it has but a limited lake front. Lake Michigan penetrating on the northwest, with a shore line of only sixty miles and having but one small harbor, entirely inadequate, and offering no facilities as an outlet for the products of its soil and factories. An average point within the boundaries of this state is so remote from the nearest lake ports of the adjoining states that the rail distance thereto equals a considerable portion of the distance from the same average initial point to the nearest Seaboard port. It is, therefore, very apparent that should any obstacle intervene to hinder the free movement of the surplus of your products along the shortest line to a favorable outlet your business will suffer; and no matter how slight the congestion resulting therefrom, it is a general condition the disadvantages of which are difficult of estimation and for this reason are not fully understood or appreciated.

The advantages enjoyed by the states west and southwest of Indiana in having an outlet to the Gulf, which cannot be availed of by you, adds emphasis to your absolute dependence upon the all-rail routes to the Seaboard; therefore, the shortest line and the lowest rate are matters of great concern and worthy of your most earnest efforts to maintain. Transportation enters more largely into the business in which you are engaged than in the case in most other branches of trade; and the cost of this service bears a larger percentage to the value of the property than any other articles with but few exceptions. Therefore, disadvantages in freight rates, small though they may seem to be, deprive you of the opportunity of doing business, and the lowest rate that can be obtained consistent with justice to the carrier is a necessity in the handling of your property; and there can be no stronger argument used in your efforts to maintain this equitable advantage than that of distance, and none that can appeal more forcibly to intelligent and independent railroad management.

For the purpose of showing Indiana's relation to the Seaboard, I give here the shortest workable rail distances in miles from cities in different parts of the state to the four Atlantic ports:

	Balt.	Phil.	N. Y.	Boston.
Indianapolis	706	727	817	970
Fort Wayne	701	722	812	880
La Fayette	770	791	881	989
Evansville	821	917	1,006	1,179

Making an average of these four Indiana cities, we find upon this basis that Baltimore is distant therefrom 749 miles; Philadelphia, 789 miles; New York, 880 miles; and Boston, 1,005 miles. Upon the common sense of these relative distances, present differential rates were fixed, and being fair as between shippers, carriers and ports, they should remain upon that equitable adjustment.

The establishment of the freight differentials is clearly stated in Commissioner Fink's report upon the "Adjustment of Railroad Transportation," and I quote from that report as follows:

"The existing rates from Chicago and other Western points to the Seaboard cities have not been established capriciously nor reached by gentle and harmonious methods. They are the result of many years of contention and struggle, involving ruinous rate wars between the different lines and repeated and protracted negotiations, in which concessions were necessary to arrive at an adjustment, finally culminating in the creation of a board, or tribunal, in which all the lines were represented for the settlement of disputes and the maintenance of peace and stability. The history of these contentions and their effects upon the roads and upon business is one of the most interesting chapters in the record of the railroad development in this country. Beginning with eager rivalry and each line making rates independently and always with the view of securing the largest possible amount of business for itself, the differences to Baltimore and Philadelphia against New York were so great that wars were inevitable; and after most serious losses had been sustained and transportation demoralized, self-preservation, as well as the general public interests, required that destructive hostilities should cease and agreements be brought about on some basis of common justice and comparative equity. After several unsuccessful

ful experiments the present basis of rates to the Seaboard cities was established."

If one looks at a map showing official classification territory, it is not a difficult matter to judge if one superimposes upon this map the several railway lines. It is an easy matter to determine that the natural outlet is by the pass through the Alleghany Mountains at Harper's Ferry—the same pass, the advantages of which were pointed out by George Washington a hundred and fifty years ago; the same pass through which the Chesapeake and Ohio Canal was constructed; the same pass through which the National Road was to be and was partially constructed; the same pass through which the Baltimore & Ohio Railroad ran its rails to open up to traffic and commerce that portion of our country once denominated the Northwest Territory. The only other natural pass is via those lines of railways centering at Buffalo. The pass across the Alleghanies reached via the Pittsburg gateway is hardly a natural pass. The pass through southwestern Virginia is not a gateway for the products, either agricultural or manufactured, for the state of Indiana. These lines of transportation, original pathways, have become great highways through which move annually millions of tons of commodities from Indiana and the adjacent states.

Your state is crossed, hemmed and skirted by a network of railways, and I need not refer in detail to the character of any of these lines. By reason of these lines and the tendency incident to the ownership thereof, it is natural that they who desire to get the long haul should wish to put your products through the long mileage via Buffalo. As an elaboration of this, the distance from Indianapolis via shortest rail line to Baltimore is 706 miles, while the distance to New York via Buffalo, shortest rail line, is 895 miles.

You are doubtless concerned chiefly in securing the lowest possible rate to the Seaboard. While, as I appreciate, it may be said that the amount of the rate is immaterial if the relative rate is just, I desire to call your attention to the fact that while the lower the rate you have upon your commodities may not directly affect you, it does affect the agricultural population of this state and in their prosperity you naturally share. Your present rate to the Seaboard is based upon a differential accorded Philadelphia, Baltimore, Norfolk and Newport News below the New York-Boston rate. If this differential be wiped out, you must be relatively at a disadvantage because you would be thrown into sharp competition with the commodities raised in Iowa and Nebraska which now go by rail to Chicago, thence by water to Buffalo, thence by rail to New York and Boston, and to Europe through those ports. I do not mean to say that you are not in competition with this grain to-day, but it is easy to see that if the same rate be made to apply from Indianapolis to New York that applies from Indianapolis to Baltimore, the competition of Indiana grain with grain raised west of the Mississippi would be more keenly felt than under the present existing circumstances. A considerable portion of the grain raised in this state has heretofore passed through what might be termed the southern ports via Baltimore, Philadelphia, Newport News and Norfolk. You have built up trade with these ports. You are familiar with their systems of inspection and their grades have been established with a thought for your interests. You have accustomed yourself to their methods of business. You have become personally acquainted with the people who conduct your respective trades at those ports. They have learned your methods of business. They have visited you and have become personally acquainted, so that any change of condition which would produce for either of the parties a new market where the financial standing would be unknown, where the methods of business are uncertain, would not only disrupt relations which were beneficial and pleasant to you in the past but take you from markets that have made your interests a study because of their nearness to you.

It appears to be conceded by all parties that free and untrammelled competition should be the basis, or, at least, one of the bases, whereupon to judge concerning this matter of freight rates. In the cycle of transportation free and untrammelled competition produces rate wars which benefit no one. It is advisable, therefore, that the rate should be so made that as between several ports it shall represent a fair relationship when all the elements have been taken into consideration. It has been recently shown, and doubtless all of you are familiar with the fact, that grain via Buffalo is apportioned among the several Buffalo-New York-Boston routes; that these rates are made by one man without regard to the routes leading to the southern ports. It is, therefore, a peculiar and inconsistent position to ask that there should be free and untrammelled competition, when the great metropolis of this country is itself bound by the Western Elevating Association at Buffalo and by the divisions of traffic between the Buffalo-New York-Boston routes; and how one can consistently ask

for relief when so surrounded is a mystery that probably cannot be explained, certainly not by any good logic.

In the recent hearing by the Interstate Commerce Commission in New York in the matter of differential freight rates to the Atlantic ports, an official of one of the Northern trunk lines testified that he favored making rates to all Atlantic ports uniform by reducing the New York rate to the lowest rate enjoyed by any Atlantic port. There was no bond given with this assertion; and as it came from a man who had formerly been in the employ of another trunk line, and had worked with great earnestness at the behest of his employers in behalf of the differential rates which he is now endeavoring to abrogate, it is probable that his statements, made for a special purpose, will not be regarded as binding upon his management; and should uniform rates to the Seaboard ports ever become a fact, it is within the range of certainty that uniformity will be accomplished by advancing the lower rather than reducing the higher rate.

In 1896 when this question of differentials was before the Interstate Commerce Commission the statement was made that it was proposed that the Baltimore rate should be advanced to the New York basis. If the ports of New York and Boston claim that the Baltimore rate when applied to them is a reasonable rate, also a remunerative rate so far as the carriers are concerned, then it will appear that, Baltimore being so much nearer the grain dealers of Indiana, the rate to the latter port, when the same as to New York and Boston, must be unreasonable from the standpoint of the grain dealers and millers of Indiana, because of the shorter distance; and you can of right and with great force demand that reasonableness be considered from the standpoint of the shipper, and that the advantages of your proximity to a port on the Seaboard shall not be sacrificed in the interests of a more distant one.

Prior to 1882, railroad wars having followed closely upon each other, demoralizing business and involving enormous losses to the transportation lines as well as to those who had invested their money in railroad securities, a general demand came from the commercial, financial and transportation interests that rate wars should cease and that some tribunal should investigate and decide this disputed subject. As a result an agreement was entered into by the trunk lines to submit their differences to a commission composed of Allen G. Thurman, E. B. Washburn and Thomas M. Coofey. This commission organized by the selection of Mr. Thurman as chairman and Thomas C. Moore of Indianapolis as secretary. At the several hearings the railroads interested were represented. There were also present representatives from a number of the business organizations of the Eastern cities and others from many Western cities, including the Indianapolis Board of Trade. The decision of this commission was an exhaustive statement which carefully considered the foundation of differentials, viz.: Distance, cost of service, competition and geographical position; and it declared unequivocally in favor of a differential for the shortest distance. This decision has been regarded ever since as a settlement of this question except by comparatively a few interests that opposed the basis of settlement in the very beginning from purely selfish motives. It would consume too much of your time to repeat here in full this very interesting opinion, but as touching upon your position I will quote one paragraph of it as follows:

"As the interior is interested in the subject of differential rates, and as the sharpest competition in freights is encountered there, so its commercial classes are in favorable position to judge of the forces affecting them, it has seemed to us no weak evidence of the justice and necessity of the differentials that the preponderating sentiment in the interior was strong and decided that the differentials were just."

Since this opinion was rendered our country has developed in the most wonderful manner, but with it all there has come no change in the conditions which required the establishment of freight differentials in 1882. Being founded upon justice and equity, as between individuals and localities, they can never be abrogated while these cardinal principles are respected.

In 1857 the completion of the Ohio & Mississippi Railroad, which gave a direct through line from St. Louis to Baltimore, was fittingly celebrated by an excursion of representative business men from all parts of the country; and in welcoming the guests to this state, Judge A. T. Ellis of Vincennes, who represented the governor of Indiana upon that occasion, in his remarks dwelt upon the ties of friendship between the East and West made stronger by the completion of this work. He also referred to the benefits this state would derive from an outlet to the Seaboard, which, being the shortest natural route, would always insure the most favorable transportation advantages. Thus in 1857 was the idea of a differential in the minds of your people, and upon this foundation was con-

structed the Thurman-Washburn-Cooley opinion of 1882 and further enlarged by the decision of the Interstate Commerce Commission in 1898. The friendship existing between these sections is as warm to-day as it was in 1857, and there is no just reason why you should not at this day enjoy all the advantages of the shortest rail route to the Atlantic which nearly a half century ago was regarded as the great factor in the development of your state.

In conclusion, it may seem that having enjoyed for a long time the advantages consequent upon the freedom from rate wars, there is a possibility that you have forgotten the deplorable conditions which existed before the establishment of the freight differentials; and for this reason some of those present may consider that they have no personal interest in a matter which, because not properly considered, may be regarded as only a controversy between Atlantic ports and not affecting other localities. This mistake, if indulged in, may fasten upon yourselves a condition which will surely be to the advantage of those grain-producing sections which are most strongly competitive with you. Freight differentials, instead of being a matter of controversy between certain Atlantic ports, is a far broader question and affects localities to the extreme limit to which the differentials apply; and from a strictly business viewpoint the shortest line to an outlet is your line, and the port that is most accessible to you is as much your port for business as it would be if within the boundaries of your own state. Therefore, it is plain that your interests demand the maintenance of the differential because without it you will be deprived of the freight rate which your nearness to the Seaboard entitled you to, and it will, figuratively speaking, give you a position farther inland than you now occupy; therefore, as a matter of right you must demand recognition for the advantage of your position.

As has been heretofore stated, the equity of the relative interests of shippers, carriers and ports is so fair a proposition that there is nothing remarkable in the fact that the only opposition to this principle comes from a few, who, not being satisfied with certain advantages in other lines which they possess and which we have no desire to disturb, endeavor, with palpable selfishness, to assume all the privileges given by nature and gained by man's enterprise in other sections; and it is not for you to be influenced by any specious pleasing, but in your own interests you should consider carefully the question of distance, the question of fair and free competition, and the question of cost of transportation, resisting every attempt to make your business subservient to any port, especially one which can make no better plea than that of its own desires and its own self-importance.

New crop Texas oats began to move about June 2.

San Francisco received the first car of new barley on May 30. It sold at \$1.07½ per 100 lbs.

The first grain cargo from Manitowoc the present season was carried out on April 7 by the Pere Marquette No. 2.

The C., M. & St. P. R. R. is buying corncobs at Savannah, Ill., to be used as kindling wood for firing locomotives.

The Northwestern Elevator Company of Minneapolis now transmits quotations to its agents by telegraph instead of by 'phone.

The first reported sale of new Texas No. 2 red winter wheat reported was at a Dallas mill, about June 3, at 85 cents. The quality was excellent.

The first grain cargo of the season, consisting of 101,000 bushels of wheat, was unloaded from the steamer Newmount at Collingwood, Ont., on April 5.

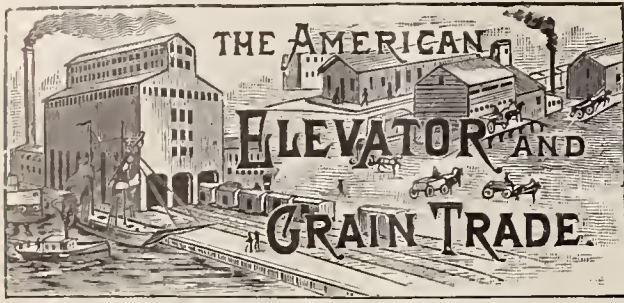
The Illinois insurance department has admitted the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis to do business in this state.

The lake strike played havoc with Erie Canal business at opening of the season. Last year's tonnage, first nine days, was 188,176; this year, 114,429; grain shipments, first twelve days, 1903, 30,000 bushels; this year, 2,000.

Kansas City and other Southwestern towns wired that wheat cutting had started in Oklahoma and Kansas. The crowd acted as though the news was sufficiently calamitous to imperil the stability of the government.—Pope & Eckhardt Co., June 6.

The corn prize of the Fair Association of Hutchinson, Kan., is an offer to buy the best load of corn shown at \$2 per bushel and 25 bushels of the second best lot at \$1 per bushel, the corn to be the property of the Association and used for seed.

The constitutionality of the Ramsey Law of Nebraska will be tested in the state and not the federal courts, the federal court at Omaha having ordered the test case (Farmers' Grain and Elevator Company of Virginia, Neb., vs. K. C. & N. W. Ry.) returned to the Nebraska courts at Lincoln.



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CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JUNE 15, 1904.

Official Paper of the Illinois Grain Dealers' Association.

BUYING GRAIN ON ITS MERITS.

Editor Wallace's paper, read at the Iowa meeting, on "Buying Grain on Its Merits," is theoretically invulnerable in principle. Grain that is good, bad and indifferent in quality should not, of course, all be paid for at one and the same price; should not be subjected to one and the same dockage, which represents the average the dealer can afford to pay.

But has not the marketing habit of farmers practically made that rule a necessity with the dealers? Is it not a fact that so few farmers differentiate the various qualities of their own corn, say, that it has become useless for grain buyers to provide different dumps for the theoretically different qualities of corn? It is not the dealers' fault, nor the inspectors' fault, nor their combined faults wholly, that have brought about the condition at Chicago that only about 10 per cent of the corn any longer grades as good as No. 2.

The farmer does not take the trouble in the spring to sort over his corn before shelling to throw out the damp and moldy ears nor to clean his grain at the sheller; nor does the Northwestern wheat grower keep the screenings and tough wheat to feed to his own sheep or fowls on his own place; rather, both hope to work the dirt off on the easy dealer for sound grain, and both complain of his unfairness when he objects. The agricultural press rarely inveighs against this practice, sufficiently notorious, although it is prolific enough in its criticism of the grain buyer's said-to-be natural disposition to "hog all the cream" as well as the skim milk.

The agricultural press should join with the dealers in encouraging both "the growth of improved varieties" and their differentiation at

the farm cribs and granaries, as well as their marketing in unsophisticated condition. Let the farmer do his part, and, our word for it, the dealer will be only too glad to cooperate with him to pay the price of good grain and maintain its quality until it gets to the consumer.

ILLINOIS ASSOCIATION.

The Illinois Grain Dealers' Association, on June 15, again passed successfully a crisis, and by an amendment to the constitution, making the secretary the employe of the board of directors and not an officer to be elected by the Association, it has removed a grave source of danger. Every year there has been discord over the secretaryship election; when, as in 1903-4, such a cause of discord is carried over a whole year, to be renewed a second time at an annual meeting, it becomes a menace to the Association's integrity. Happily, that cause of danger is now removed.

At the first opportunity the Association should go further and remove a second cause of discord—the local association system. The locals are absorbing the strength of the parent body—getting into the way, as the old saying is, of having "the tail wag the dog." The locals should be abolished, and the methods outlined in Mr. Wells's paper substituted. On this plan Iowa, Nebraska, Kansas, etc., operate, and their signal success, compared with the partial success only of the Illinois-Ohio-Indiana system, is sufficient evidence of its surpassing merit. The locals may object for the immediate present, but their patriotism to the cause will eventually lift them above their own adherence to the present imperfect system, and then a strong and forceful state body will be erected on the present foundation.

The coming year will be a busy one and a most important one—never any more so; one that requires perfect harmony and cooperation. The Association is to be congratulated on having so strong and sane a man as Mr. Hubbard of Mt. Pulaski to guide its course. His character is an earnest of progress and his administration will assuredly be a most profitable one.

ONE CAUSE OF FAILURE.

It has been said by some shrewd observer that comparatively few men really thoroughly know their own business; that is to say, few acquire the complete mastery of the technical details or have a masterful appreciation of the necessity of watching every detail, that alone can bring commanding success. At the bottom the difference between an L. Z. Leiter and a country dry goods merchant is not so much one of original capital or opportunity as it is of technical knowledge, preparedness and the ability to take pains.

The paper on "Testing Scales," by H. A. Foss, at Des Moines, and the annual address of President Cortelyou to the Kansas Association, printed in this number, are both full of suggestion on the thought we have tried to express. Country grain scales are quite as likely to weigh against the dealer as for him, yet scales are seldom examined, tested or overhauled to correct them by the man who does business on the basis of their records.

Shortages are the ever-present bête noir of

the country shipper, yet President Cortelyou tells us that it is exceedingly difficult to get grain dealers to make the kind of reports of the shortages they suffer, that the officers of the associations may use them to arrive at a basis for reform.

The dealer, in other words, will complain of injustice and the neglect of others, which he thinks causes him loss, but he will not give himself the trouble to make an effort, direct or indirect, to help himself, except under most urgent necessity or stimulus.

It was not in that way that the late Frank H. Peavey, P. D. Armour, Chas. Counselman and many others made their money in grain. Success is essentially the art of taking pains. Few learn this secret.

NATIONAL PRESIDENCY.

There has been very little "politics" heretofore in the election for president of the Grain Dealers' National Association. For a number of years, indeed, the office sought the man; and if it did not have to hire one it was because of the incumbent's devotion to the cause. When, after long service, Mr. McCray of Indiana was succeeded by Mr. Lockwood of Iowa, the office began to have its attractions, not for the honorarium, which is still of the left-handed sort, but for the honor; and since Mr. Lockwood's time the only principle that has appeared to govern the selection of a president has been either a matter of promotion or of transferring the honor from one bank to the other of the Mississippi River. Following, then, the apparent precedent of the past, the presidency this year should go to either John W. Snyder of Baltimore, as first vice-president, or to L. Cortelyou of Kansas, second vice-president, with the geography of the case in favor of Mr. Cortelyou as a Western man, President Grimes of Ohio representing the East, so to say, for the past year.

DIRECTORIAL PIGHEADEDNESS.

For downright pigheadedness commend one to the directory of the Board of Trade of Columbus, Ohio. Here is a body whose corporate purpose doubtless is, in imitation of similar bodies elsewhere, to safeguard and foster the commercial interests of the city of Columbus. Naturally its powers are exerted through committees; and presumably these committees, as in all well-regulated institutions, are selected from experts in the trade or business coming under their direction.

In Columbus, however, it is different. There the grain committee, at least, of the Board, does not and for some time past has not contained a single grain dealer or grain expert. Rather, in order to punish, apparently, the grain trade of Columbus for the error of having made suggestions concerning the welfare of the grain trade of the city, the directory, months ago, made certain appointments which the trade especially advised against: and then, when the grain men presumed to protest, appointed a grain committee containing not one person interested, directly or indirectly, in the grain trade, which kind of committee the directory has for the current year, after weeks of delay, reappointed. This committee now contains a wholesale grocer, two wholesale druggists, a whole-

sale general merchant, and one wholesale hardware man, in the appointment of whom it is not known that any of the Columbus grain dealers, members of the Board of Trade, were consulted.

What manner of business men do they have on the Columbus Board of Trade, who so flagrantly ignore the common decencies of neighborliness in business?

NATIONAL ASSOCIATION.

It can hardly be necessary to remind any grain dealer that the coming annual meeting of the Grain Dealers' National Association merits his attention, both as a business proposition and as an outing. While the man who deliberately takes his business relations to his contemporaries in trade in a perfunctory manner may read the printed report of the proceedings in these columns a month hence, he who fails to attend that meeting in person will as far miss its true kernel as she who buys the hothouse kind of English violets in March in Chicago fails to get the real article as it grows in nature in our "Sunny Southland," with a perfume like a dream of paradise. And this, too, merely from the point of view of the business man.

The time is apropos to him who, taking his outing, must needs study economy of expenditure; for "all the world" will sell one-fare rates to Chicago for the convention, and there will be a low rate thence to Milwaukee, as Secretary Stibbens announces on another page. Then, even if the Milwaukee Chamber of Commerce had not undertaken specially the entertainment of the members and their ladies, he would be a sad man indeed who could not "have a good time" in Milwaukee in June. It's up to you to be there, Mr. Reader.

GRAIN STEALING AT PEORIA.

Peoria has been suffering as every market must suffer that in the least temporizes with the problem of grain car sweeping and the youthful grain thief. Not that the Peoria Board of Trade has itself been unmindful of its duty; but in Peoria, as in certain jurisdictions in Chicago, the police courts have not recognized their duty to adequately punish the juvenile thieves and their allies who get rid of the grain. The city ordinances are amply comprehensive to cover the situation; nevertheless, petty grocers, thrifty but unscrupulous women, and no end of boys, have been for months plying a busy trade in pilfered grain, until the Board of Trade has found it absolutely necessary to take action.

Early this month, then, President Clark of the Board sent notices to the grocers and feed dealers who have been buying the stolen grain that they would be held to a strict accountability for grain bought from boys and car sweepers; to railroad detectives asking them to redouble their vigilance; while the police and the sheriff are notified that all the railroads and nearly all—if not, in fact, all—of the grain receivers in the city have refused to license any individual whomsoever to sweep out cars; and that any and all persons, other than regular employes, found doing so, are engaged in an unlawful act.

If, now, the magistrates will but cooperate with the Board and the police, Peoria will soon

recover from the effects this intolerable pilfering may have had on that market. The Board of Trade, at least, is in dead earnest to put an end to the nuisance.

BIDWILL DECAPITATED.

Gov. Yates has added no "cubit to his stature" nor heightened the dignity of his administration by his post-convention slaughter of the ingrates of his own household, human as may be the motive of his action. Jos. Bidwill, at least, as one of the decapitated, was philosophical, as becomes a political gamester; for commenting, in a somewhat mixed metaphor, on his own dramatic removal from the Illinois grain inspector's office, he said: "I'm a good soldier, and take my medicine when told what the dose will be." In other words, as a representative of those who played the particular kind of politics that slaughtered their own official creator, appreciating what such a game might involve to themselves, he voices the fate of all: "I wait until it happens," knowing well that the worst will happen.

But to the patrons of the Illinois grain inspection department the swish of the Governor's ax means something more than the removal of ungrateful placeholders. In the grain office, at least, another upheaval has taken place; some old employes are gone, some new ones are in their places—not because there was any question of their incompetency or competency, but merely because the party autocrat willed the change, and has executed his will in defiance of the administration's repeated assertion that the grain office "is run on civil service principles," notwithstanding there is no law requiring it. No question of the influence of the change upon the service entered into the motive of the Governor's act; he willed to "get even"; and even it is. All that can be said now is that Mr. Cowen, the new inspector, though lately a grain buyer, is not a trained grain inspector; Mr. Bidwill is, but these facts may or may not mean anything to the grain shipping public.

The episode suggests again the question, How long must the public endure this system of playing at political shuttlecock in the grain office? A change of chiefs is expected when an administration changes; but the system that makes it necessary for the employes to "take their delegations to Springfield and deliver the goods right," every two or four years, is getting to be intolerable to business men and should be abolished by law. The republican platform has its civil service plant. Next winter the party should be held strictly to their promises, and in the meantime every candidate for the legislature should be made to declare himself on this principle, no matter what his party, and be voted for accordingly.

CREDIT SYSTEM OBSOLETE.

Texas dealers, like all others shipping grain to the Southeast, are still confronted with the annoyance of the credit system in that trade—that is, the habit of delay in paying consignors' drafts. It is an old story. The worst of it is that no one seems to have a remedy at the disposal of the trade to put a stop to the nuisance. It's a hard matter to correct old abuses. Men

are creatures of habit; and the credit habit is one that the South has approved by the practice of generations.

But even the credit habit might not be insuperably objectionable if it were not coupled with the even more offensive habit of turning down stuff—"not up to grade"—on a falling market, a practice not wholly confined to the Southern buyer, one is compelled to remark.

The problem is not one to be disposed of off-hand nor with a ready-made prescription of commercial "stomach bitters"; but if someone could but invent a way to make consignees affected with the credit and rejecting habits understand in a concrete way that honesty is, at least, the best policy in business, the end of the annoyance might not be far off.

NATIONAL TRADE RULES.

The committee on trade rules of the Grain Dealers' National Association would be glad to have members of the Association offer any suggestions as to new rules or modifications of the existing rules. These will be found on pp. 88-91 of the "Blue Book of the Grain Trade," now in the hands of all members. Suggestions should be put in form at as early a moment as possible and forwarded to the chairman, C. A. Burks, Decatur, Ill., so that the committee may pass on them before the convention meets; or, if that is impracticable, they should be put into his hands at Milwaukee at the earliest moment, as the committee will be called upon for a report at about 10 o'clock a. m. on Thursday, June 23.

THE DIFFERENTIAL HEARING.

The attempt of New York and Boston to have the differential rates to Philadelphia and Baltimore abolished is championed by those cities as the cause of "free competition, free enterprise and the perfection of economies." But John W. Snyder of Baltimore, in his address to the Indiana dealers, demonstrated that this is a wholly false plea. It is the differential, not its abolition, that formulates in the rate the doctrine of "free competition" and the "perfection of economies." It alone vitalizes the principle that the short haul, the lesser distance, and the economies of the natural gateway should be felt in the rate. Why should Philadelphia, which is 90 miles, and Baltimore, which is 110 miles, nearer Chicago, and both much nearer to Indiana points, than New York (to say nothing of Boston), pay the same rate as New York? It is only the commercial greatness of New York and Boston that gives their desire to regain control of a traffic that the logic of nature and events alike has taken away from them any standing before any commission or tribunal; and this desire has already been exhaustively inquired into by the Thurman Commission and the Commerce Commission itself, both of which bodies have affirmed the natural justice and the equity of the differential rate.

Its abolition now would be revolutionary in doctrine and equally so in its effects upon the commerce that for twenty years has gone through the Harper's Ferry gateway of the Alleghanies unimpeded, and necessitate a complete readjustment of the grain trade in much of the Ohio Valley and in a large part of the Mississippi Valley as well.

EDITORIAL MENTION

Attend the convention that will make Milwaukee famous.

New Orleans and Buffalo are candidates for National convention city in 1905.

The strike of the masters and pilots tied up lake traffic during May, but it has now about petered out—the better class of the men resigning from the union and resuming work.

Don't forget the Ohio Association meeting at Put-in-Bay on June 28-July 1. It will be a "dandy." Write J. W. McCord, secretary, Columbus, for program and railroad rates.

Wall Street has been taking pretty heavy purgatives lately, and naturally feels more respectable. But Wall Street's respectability alone can't inject life into many of her queer "lithographs."

Isbell & Co. merely took in the money their "Cereal Mutual" advertisement brought them and then jumped their debts. Nothing is so easy to work as a cheap swindle. It takes work to get money honestly.

Indiana shippers are in dead earnest about wanting a railroad commission in that state; and it looks now as if they would get one, too, thanks to knowing what they want and their intelligent campaign to get it.

The per diem charge for use of foreign cars has been a qualified success; so much so that the roads will probably never return to the old mileage system. However, it has been found in practice that 20 cents per day per car is too low a charge, and this rate may be increased.

Some more coöperative companies are getting tired. At Clinton, Minn., the farmers have leased their house to H. C. Stebbins; at Brown-ton, Minn., they have abandoned the business and sold their property; at St. Peter, Minn., they have sold out; at McIntosh they are suing their manager for \$1,000 alleged shortage.

The Kansas Association is wise in keeping itself free from entanglements with the newly organized federation of commercial bodies in that state whose aim is to force the state rail-ways into readjustments of rates on a lower basis and to bind them to such lower rates by legislative enactment. Without going into the merits of the federation's campaign (doubtless there are merits), the temper of the movement seems to be unnecessarily heated: while the reforms that stick are usually the work of more conservative methods. If grain men wish to take part in this work, they are at liberty to take a hand as members of the Central Grain Trade Association of Wichita, recently organized; but in view of the intimate relations of grain dealers and railroads, the Kansas Associa-

tion does well to recommend to its people to keep their heads and their tempers in this controversy, at least for the present.

Strikes on the lakes and in the Buffalo houses having for the time being destroyed lake navigation and the business of the lake elevators at Buffalo, the union elevator workers in Buffalo have had the assurance to demand that a certain number of men shall be put to work in the various elevators, whether these elevators are receiving grain or not, or need the services of the men or not!

A meeting has been called to be held at the Auditorium Annex on June 28 to oppose the "uniform bill of lading" which the railroads propose to make effective October 1. Over 200 organizations will be represented, including the Grain Dealers' National Association. This proposition is a most unfair one, and every influence possible should be exerted to prevent the use of this form of B/L.

The Ohio Shippers' Association has solved the reciprocal demurrage problem by an agreement with the railroads to "reciprocate," which seems to be mutually satisfactory. Of course, sometimes and in some places and with some people, nothing can be done to "restore order" but to use a club or a gun. In Ohio they did neither; but, then, when you find a Barkis who is willin' there's generally a Peggotty also who is willin', too. J. W. McCord is secretary of this Association and will no doubt gladly send information as to this agreement and the work of the Association to all interested in it.

U. S. Consul Harris at Mannheim says the reason the demand for American wheat has fallen off in Germany is that "corners" on this side have raised the price above Russian and River Plate offerings. The consul must not believe everything he sees about America in the German newspapers; and at any rate, as long as American wheat is consumed at home at better prices than it will bring abroad, Russia and the Plate River are welcome to the foreign market. We won't begin to feel bad until we have to knock off on the price. Of course, the ideal status for foreign trade is to be able to sell just a little lower than any competitor—when you want to or have to do it.

In explanation of President Hill's saying that, "The clock of the Mississippi River struck twelve twenty years ago, and will never strike again," the Railway and Engineering Review says the reason is that, "In the first place, nothing grows on the river but has to be brought there from interior points, involving handling charges, in addition to local transportation charges, which, added to the rehandling again necessary at the Gulf ports, amounts to more in the way of costs than can be overcome by the mere difference in movement charges. Interior water channels serve a valuable purpose and in the absence of railway facilities should be preserved to transport local shipments, but when once merchandise of any character is on board the cars all hope of the river coming in to interrupt its continued passage by rail must be abandoned." This is perhaps true; but our

good friends, the railways, forget, or fail to dwell upon, the rate-controlling factor, which makes waterways profitable to the public, even if they do not float a pound of freight a year.

The California wheat growers are agitating the handling of grain in bulk to escape the bag and bagging expense. This might be a practical economy so far as it might appertain to wheat for domestic consumption only; but as export wheat must be bagged when shipped to Europe or the Antipodes, it is difficult to see how the growers can escape this charge. It might be transferred visually to the exporters, but the cost must in any event come out of the grain.

The argument of the Chicago man that national inspection of grain would be a good thing because it would bring uniformity is so far sound; but as uniformity can be had in 30 days' time whenever the exchanges desire it, that argument should not be allowed to weigh against the valid objection to the politics national inspection would inject into the department, which is now the real curse of all state inspection systems, which give uniformly less satisfactory results than do the inspections controlled and directed by the exchanges themselves.

The Illinois Supreme Court has denied a motion for a rehearing in the Weare case. The Weare Commission Company, it will be remembered, established a branch house at Princeton, Bureau County, and proceeded to sell options. The Company printed at the bottom of each sale slip the statement that the purchase provided for the actual delivery of the grain. In its decision, rendered at a former term of court, the Supreme Court held that the branch house was a bucket-shop pure and simple, within the meaning of the law, and that the said statement was only an attempt to evade the law. This means that every branch office, even of a firm in good standing on the Chicago Board of Trade, doing business according to the rules of the Board, is subject to treatment by grand juries as a bucket-shop and is subject to indictment and fine; while the customers who plead gambling may escape their debts by virtue of the same decision.

The first published fruit of Mr. F. J. Delany's recent trip to South America appears in the form of a brief pamphlet sent out by his principals, the Nash-Wright Company of Chicago, entitled "Argentina from a Grain Man's Standpoint." It covers, in brief but singularly succinct form, about all a grain man really cares to know about the grain trade of Argentina and its future prospects, so far as these may be indicated by present conditions on the farms. The great demand on our space precludes such notice as we would like and hope to make later of the results of Mr. Delany's inquiries, but we may quote a single statement from the "foreword" that it may be well for the trade to bear in mind when considering grain statistics from the Argentine credited to that government. It is this: "Exact figures on any subject or detailed statistics in any line are impossible to obtain in Argentina for any period of years, but within the last four years

the Argentine government has had a statistical department that is efficient. The previous lack of any organized statistical system is felt by this department as well as by the visiting investigator. Even now the system of obtaining vital statistics is not accurate. For instance, the government estimates as to grain acreages are based on the reports of thrashermen, not upon figures from the tax books or from figures presented by expert reporters. Such figures cannot be accurate, though they are the best obtainable and may be fairly correct."

In Montreal the question is asked, "Does brewer's grain[s] injure milch cows?" The question applies to wet grains; and it may be answered, probably not, when fed in moderation and in connection with other foods. But the New Jersey Experiment Station some years ago, by an exhaustive series of tests, demonstrated that while brewers' grains, wet, are not particularly desirable or economical cattle food, brewers' grains, when dried, are highly to be recommended. Cattle do not thrive naturally on "slops" any more than men thrive on mushes and other forms of wet food. Both get the best results from foods that must be thoroughly masticated.

The secret of immunity from elevator fires is to remove the removable causes. That these can be removed by proper sort of diligence Mr. McCotter's paper, read at the Indianapolis meeting, demonstrates. The company he represents, in a career of about eighteen months, has been able, through the selection of risks and inspection of properties insured, to reduce the number of fires from interior causes to one, and that one was from the careless throwing of a cigar stub into a waste basket in the office. "If," he said, "we could get the fire loss confined to causes which are beyond the control of the elevator owner we could make a very low insurance cost. Such a condition will be reached only when every policyholder uses every precaution and realizes that a loss is not merely his own, but a burden upon his fellow grain dealer and the future cost of his own insurance."

Charles S. Bash once contributed to the Ft. Wayne Daily News a well-written resumé of the proceedings of the Indiana Grain Dealers' Association, at the request of that journal, and Secretary Riley has done the same for other Indiana papers in the case of other meetings. This is an innovation in the current practice of association men that might well be worth repeating. Few daily papers send men to these meetings or pretend to report them correctly; fewer still treat them fairly; yet their proceedings, properly reported, would open the eyes of the "knocker" class of farmers to the injustice of their common charge that the associations owe their existence to the dealers' purpose to "hold up" the farmer. A great deal of misapprehension of the aims and purposes of dealers' associations—which is encouraged by a bi-monthly journal which tries to convey the impression that it contains secret instructions or information which the grain dealers who read it should sedulously conceal from all farmers—might be removed by a frank publication of the essential

features of grain dealers' meetings in the daily press, prepared by the secretaries or other qualified persons.

It is announced that the Interstate Commerce Commission will hereafter, in determining the reasonableness of freight rates, take into account the real value only of railroad properties as represented by the money actually expended in their construction. There would be some rare scuttling of general rates in some parts of the country if this rule is practicable. It is certainly a fair proposition; for it is an outrageous principle that common carriers may water their stock and securities *ad libitum* and yet make the public pay interest on the *aqua*.

Jimmy Butler seems to have lost his job in Kansas as a result of the election of a new board of directors of the Farmers' Coöperative Grain Company at Topeka on June 9, the C. B. Hoffman faction winning out by getting seven of the nine directors. Mr. Butler has been drawing a salary of \$3,000 annually, chiefly, so far as appears, for "looking pretty." Promoter Gaines, who, as "official printer," was nearly as well taken care of as Butler, was also frozen out and has become pessimistic. But Hoffman, who owns some 20 or more elevators on his own account, which are in competition with the farmers' houses, may fairly consider himself on "easy street," so far as this end of his business is concerned.

The relations of grain dealers and millers in the Southwest, in Indiana and other parts of the winter wheat belt especially is a veritable problem. It is to be noted, however, that millers are building more and more elevators in the Southwest and invading the shipping towns as fast as their milling requirements increase. The grain men might stop to consider whether this is a more desirable feature of the business than permitting the millers to get what grain they need without a struggle for it. The course of some elevator men in trying to "hog all the grain," and of those who supply millers who are willing to buy of the elevators with badly sophisticated grain, is driving the millers into the grain business for self-protection. There is no reason to expect that, if forced into the business, they will be content to buy only for themselves; they will, on the contrary, very naturally handle all the grain they can get. Most millers would, however, be content to be millers only, if treated fairly.

C. A. King & Co., Toledo, make the sensible suggestion that the Western Union Telegraph Co., having seen a new light and ceased delivering race-track news to the pool rooms, because such revenue is "ill-gotten gain," boards of trade may very properly now remind the W. U. Company that a greater evil than the pool room, the bucket-shop, could not exist a minute without its aid and that of other telegraph companies. King & Co. truly say: "Bucket-shops not only hurt sucker patrons but injure the farmers by keeping prices depressed, and thus affect all branches of trade. The telegraph companies would in time receive increased revenue if the business was sent through the legitimate channels." At any rate, if the company's conscience won't permit it to receive race-gamblers' money,

it certainly should reject that of the skin gamblers of the bucket-shop. Members of the grain trade, as well as the exchanges, should agitate the question. A resolution adopted by the National Association might be of benefit.

It is announced from Washington that the investigations of grain trade technicalities carried on by Mr. Scofield for the Agricultural Department last year will be continued this season. The work to be done is to again visit the grain inspection centers and endeavor "to establish more uniform and definite rules for grades," as well as to put into the inspection offices the apparatus already devised to assist inspectors in the more scientific inspection of grain. These are, of course, now thoroughly familiar to the trade. The Department does not favor forcing these ideas or apparatus on the trade by law; and its progress toward uniformity will doubtless be as slow as that of the Chief Grain Inspectors' National Association, to whose labors the majority of the grain exchanges of the country have been quite indifferent thus far. It will not be understood, however, that the Department, any more than the inspectors, fails to appreciate the fact that the practice of sophisticating grain in the hospitals to the limit is having its effect on European buyers who have lately been buying in other countries whose sales by samples are preferred to American inspection certificates, since differences in sample sales may be settled by ruling of a board of arbitration at the port of entry, while a certificate is final. Capt. J. O. Foering of Philadelphia, commenting on this matter recently, said to a Ledger reporter: "Backed up by some of the leading European importers, the Liverpool Corn Association has already notified the various commercial exchanges throughout the country that a uniform grading of grain is absolutely necessary if American exporters wish to retain any of the European trade. Grain passing a suitable inspection in this country is often found defective when it reaches its destination, they contend; but if it is accompanied by a suitable certificate of inspection, no matter in what condition it arrives, the importer must be governed by the certificate. By the sample method, which the importers threaten to adopt, all such danger is eliminated, and the buyer pays for the grain in the condition in which it is received." As noted elsewhere in these columns, the special committee, of which Captain Foering is chairman, composed of representatives of about twenty-two commercial organizations throughout the country, has had this matter under advisement for some time. Its report, which favors the adoption of the New York Produce Exchange grading rules for the inspection of all export grain at Atlantic ports, has just been submitted to the thirty-nine exchanges and boards of warehouse commissioners in this country. It is hoped by the committee that all may agree to adopt the rules, so that a beginning of uniformity may be made and the return fairly started. For uniformity must come eventually; the question is simply whether it will come by agreement of the exchanges or be forced upon the trade by Congress. The exchanges now have the right of way on the question.

TRADE NOTES

E. Lce Heidenreich, the well-known designer and builder of grain elevators, has removed his headquarters from 541 Rookery to 1738 Railway Exchange Building, Chicago, Ill.

Bulletin No. 8 of the Jeffrey Manufacturing Co., Columbus, Ohio, is devoted to electric locomotives for use in mines. It shows a number of different types of these locomotives and tells why they are superior to other means of handling mine cars.

"Graphite as a Lubricant" is the title of a booklet issued by the Joseph Dixon Crucible Co. of Jersey City, N. J. The booklet treats on graphite from scientific and practical standpoints and gives notes upon its manifold usefulness as an accessory for engineers.

Elevators owners who have used Dixon's Silica-Graphite for exterior painting say that it makes a most serviceable finish for metal-clad houses. Some of the largest houses in the country are painted with this paint and the results are all that could be desired.

The N. P. Bowsher Co. of South Bend, Ind., have a fine display of their full line of feed grinding mills at the World's Fair on Block 10, Aisle G and I of the Agricultural Building. One mill on exhibition is particularly unique, a large part of its outer casing being made of glass so that the interior action can be plainly seen.

The business of the Des Moines Scale & Manufacturing Co. of Des Moines, Iowa, has outgrown its old quarters and the company has recently moved to a very desirable building at 96-98 East Locust Street. Business has been very prosperous under the management of L. A. Altona and a constant demand exists for the company's scales throughout the Central and Western states.

The latest catalogue of the New Era Gas Engine Co., Dayton, Ohio, is a 16-page booklet describing and illustrating the New Era Gas and Gasoline Engines. It tells what the New Era Engines are, how they are built and where they can be used to advantage. The catalogue goes into particulars as to construction and shows some of the stronger features of the New Era Engines in detail. Elevator owners who contemplate installing a gas or gasoline engine will find this catalogue most interesting.

The Foos Gas Engine Co. of Springfield, Ohio, are mailing Circular No. 65, which calls attention to the "Points of Advantage" of the Foos Gas and Gasoline Engine. The circular differs from the stereotyped form, inasmuch as it goes into the details of construction of the Foos Engines and gives all the facts that a prospective purchaser can possibly want to know about them. Every detail is gone over thoroughly and after one has read this circular he knows just what the Foos Engines are and what they will do. Anyone who contemplates buying a gas or gasoline engine should send for a copy of this circular.

C. A. Burks, the elevator broker, Decatur, Ill., reports a number of important sales. One is the sale of the Keiser & Holmes Elevator Co.'s lumber yard at Gibson City, Ill., to Cowen Bros. of Hoopston, Ill. The latter were formerly in the grain business at Wellington, Ill., where they were very well known. They are fortunate in securing a lumber business so well located as that of the Keiser & Holmes Elevator Co. at Gibson City. Possession was given on May 10. These gentlemen will move to Gibson City at an early date. Another deal of importance is the sale of the Keiser & Holmes Elevator Co.'s plant at Garber, Ill., to Suffern, Hunt & Co. of Decatur. Garber is a good grain point, located on the Wabash north of Gibson, and is surrounded by a good white corn territory. Suffern, Hunt & Co. are interested in the white corn milling business, and the Garber house will make a good adjunct for their supplies.

Mr. Burks also reports the sale of the J. C. McCord mill and elevator, located on the I. C. at Bloomington, Ill., to G. E. Lewis of Keota, Iowa. Mr. Lewis is of the firm of Smith & Lewis, formerly located in the grain, lumber, coal, seed and cement business at Keota. Mr. Burks has issued List No. 14, which is claimed to be the largest list of elevator properties ever published. It shows the large number of elevators, etc., on Mr. Burks' list, and also describes other properties he has to exchange for elevators. A copy of this list may be had by addressing C. A. Burks, Decatur, Ill.

BIDWILL REMOVED.

Governor Yates, immediately after the close of the long convention of the Illinois Republicans in May-June, and before the delegates had left the convention hall, announced that he wanted the resignation of Joseph Bidwill, chief grain inspector of Illinois, who had supported Mr. Lowden. Mr. Bidwill's successor is W. Scott Cowen of Shannon, Carroll County, who assumed direction of the office



W. SCOTT COWEN,
Chief Grain Inspector of Illinois.

at Chicago on June 9, his bond of \$50,000 being furnished by a security company.

Mr. Bidwill had been in the inspector's office since 1878 and has served in all positions.

Other removals from the same office are E. C. Hawley, registrar, and John T. Phelps, C. M. Eldridge and W. L. Whitlock, clerks, who "played" the wrong candidate for governor.

RAILROAD FARES TO THE NATIONAL CONVENTION.

All roads in the United States have granted a rate of one fare plus 25 cents for the Republican National Convention, to be held in Chicago June 21, 1904; tickets will be on sale June 16, 17, 18, 19 and 20, and good returning until June 29.

People desiring to attend the Grain Dealers' National Convention at Milwaukee, Wis., June 22 to 24, can take advantage of this rate. Then it will be necessary to buy tickets from Chicago to Milwaukee; and the rate between these points will be one fare and a third, on the round trip ticket plan.

Most of our people will naturally pass through Chicago on their way to Milwaukee; and I advise you to use the above-named rates, as they are lower than the rates granted for the convention by the passenger associations.

RATES GRANTED BY THE WESTERN PASSENGER ASSOCIATION.

All roads in the Western Passenger Association territory have granted a rate of one fare plus \$2 for the round trip to Milwaukee, and people in this

territory, not passing through Chicago, will be compelled to use this rate. Tickets on sale going June 21, 22 and 23 at points within 100 miles of Milwaukee. East of the Missouri River tickets will be on sale going the 20th, 21st and 22d; west of the Missouri River tickets will be sold the 19th, 20th and 21st. Tickets good returning until July 14, except where the distance is only 100 miles from Milwaukee, when tickets will only be good returning until June 30.

At nearby points, where one fare plus \$2 will be greater than a fare and a third, the latter rate will apply.

All tickets sold by the Western Passenger Association will be round trip tickets. No certificates necessary.

Do not fail to attend the convention, as the above rates are very favorable.

GEO. A. STIBBENS, Secretary.

UNIFORM INSPECTION AT ATLANTIC PORTS.

The committee on uniform grading, appointed by the convention of representatives from the grain trade organizations of the United States, held in New York on January 6, consisting of George F. Reed, Boston Chamber of Commerce; William H. Kemp and J. F. Parker, New York Produce Exchange; Charles England, Baltimore Chamber of Commerce, and James B. Canby, Philadelphia Commercial Exchange, has submitted the following report to Mr. John O. Foering, chairman:

Your committee beg leave to make the following report:

We unanimously are in favor of uniform grain grade rules, and consider such a condition most desirable. As on most questions of this kind, however, we are confronted with a condition and not a theory. After looking over the situation carefully, it seems impossible as a practical measure to attempt to unite, at this time, on any uniform system of grain grade rules which would embrace all the grain inspection centers. Chicago and Illinois, as well as Minneapolis and Minnesota, have state inspection, the grades of which differ considerably in phraseology, and it would be practically impossible to harmonize these differences. The Canadian government recognizes a natural distinction between Western and Eastern inspection, and some time ago established two divisions, which are conducted on an entirely separate basis. Our Atlantic seaboard grain interests are almost identical; and turning to the practical side of the question, it has seemed to us quite feasible to unite Atlantic seaboard ports on uniform inspection, in the hope that if such unification should prove successful, other inspection points would desire to unite later, and by the experience thus gained, a code of rules by gradual amendment and based on practical experience will be developed, which will fully meet the needs of the trade.

The New York Produce Exchange a short time ago appointed a committee to present grain grade rules; and this committee, after giving careful attention to the subject, presented a list which was accepted and is now in operation in connection with amended by-laws recently adopted by that Exchange. As these by-laws have recently gone into effect, New York does not feel disposed to adopt another list, but would undoubtedly, as time goes on, be willing to amend, if such amendments seemed desirable.

We have carefully compared the New York rules with the rules on the various Atlantic seaboard exchanges, and do not find that they differ materially; and in order to establish a starting point, and as a practical measure, we recommend that the New York Produce Exchange grain inspection rules be adopted by the Atlantic seaboard ports, and as many other points of inspection as may be willing to join.

This report has been sent by Chairman Foering to the thirty-nine grain exchanges of the United States with the following notation: "It is my great pleasure to place before your organization the foregoing recommendations, with the request that I be advised of whatever action your board may be pleased to take."

At a recent Cabinet meeting at Ottawa, Ont., a vote was passed for placing an ice-breaker on the St. Lawrence River, so that navigation can be kept open longer each season. A vessel will be built for this purpose, to be ready for use this fall.

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, June 11, 1904, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

Table showing visible supply of grain by location (Baltimore, Boston, Buffalo, etc.) and grain type (Wheat, Corn, Oats, Rye, Barley).

FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 22 months ending with May, as reported by Chas. F. Lias, flaxseed inspector of the Board of Trade, were as follows:

Table showing flaxseed receipts and shipments at Chicago from August 1903 to July 1904.

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending June 12 has been as follows:

Daily price range table for grain at Chicago from May 12 to June 12, 1904.

During the week ending May 20, Prime Contract Timothy Seed sold at \$3.00@3.05 per cental; Prime Contract Clover Seed at \$10.75; Hungarian at \$1.15 @1.65; German Millet at \$1.00@1.55; buckwheat at \$1.35@1.40 per 100 pounds.

1.80; German Millet at \$1.00@1.70; buckwheat at \$1.40@1.50 per 100 pounds. During the week ending June 3, Prime Contract Timothy Seed sold at \$3.00@3.05 per cental; Prime Contract Clover Seed at \$10.75; Hungarian at \$1.30 @1.80; German Millet at \$1.20@1.70; buckwheat at \$1.45@1.75 per 100 pounds.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of May, 1904:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Table of receipts and shipments for Baltimore in May 1904.

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Table of receipts and shipments for Boston in May 1904.

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce.

Table of receipts and shipments for Buffalo in May 1904.

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Table of receipts and shipments for Chicago in May 1904.

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Table of receipts and shipments for Cincinnati in May 1904.

CLEVELAND—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Table of receipts and shipments for Cleveland in May 1904.

DETROIT—Reported by F. W. Warluz, secretary of the Board of Trade.

Table of receipts and shipments for Detroit in May 1904.

DULUTH—Reported by H. B. Moore, secretary of the Board of Trade.

Table of receipts and shipments for Duluth in May 1904.

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Table of receipts and shipments for Kansas City in May 1904.

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Table of receipts and shipments for Milwaukee in May 1904.

MINNEAPOLIS—Reported by G. D. Rogers, secretary of the Chamber of Commerce.

Table of receipts and shipments for Minneapolis in May 1904.

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

Table of receipts and shipments for Montreal in May 1904.

NEW ORLEANS—Reported by Fred Muller, secretary of the Board of Trade.

Table of receipts and shipments for New Orleans in May 1904.

PEORIA—Reported by R. C. Grier, secretary of the Board of Trade.

Table of receipts and shipments for Peoria in May 1904.

PHILADELPHIA—Reported by Charles F. Saunders, secretary of the Commercial Exchange.

Table of receipts and shipments for Philadelphia in May 1904.

ST. LOUIS—Reported by Geo. H. Morgan, secretary of the Merchants' Exchange.

Table of receipts and shipments for St. Louis in May 1904.

TOLEDO—Reported by A. Gassaway, secretary of the Produce Exchange.

Table of receipts and shipments for Toledo in May 1904.

WHEAT RECEIPTS AT PRIMARY MARKETS.

The wheat receipts at eight primary markets, during the 49 weeks ending June 6, for the last two years, according to the Cincinnati Price Current, were as follows:

Table comparing wheat receipts at primary markets for 1903-4 and 1902-3.

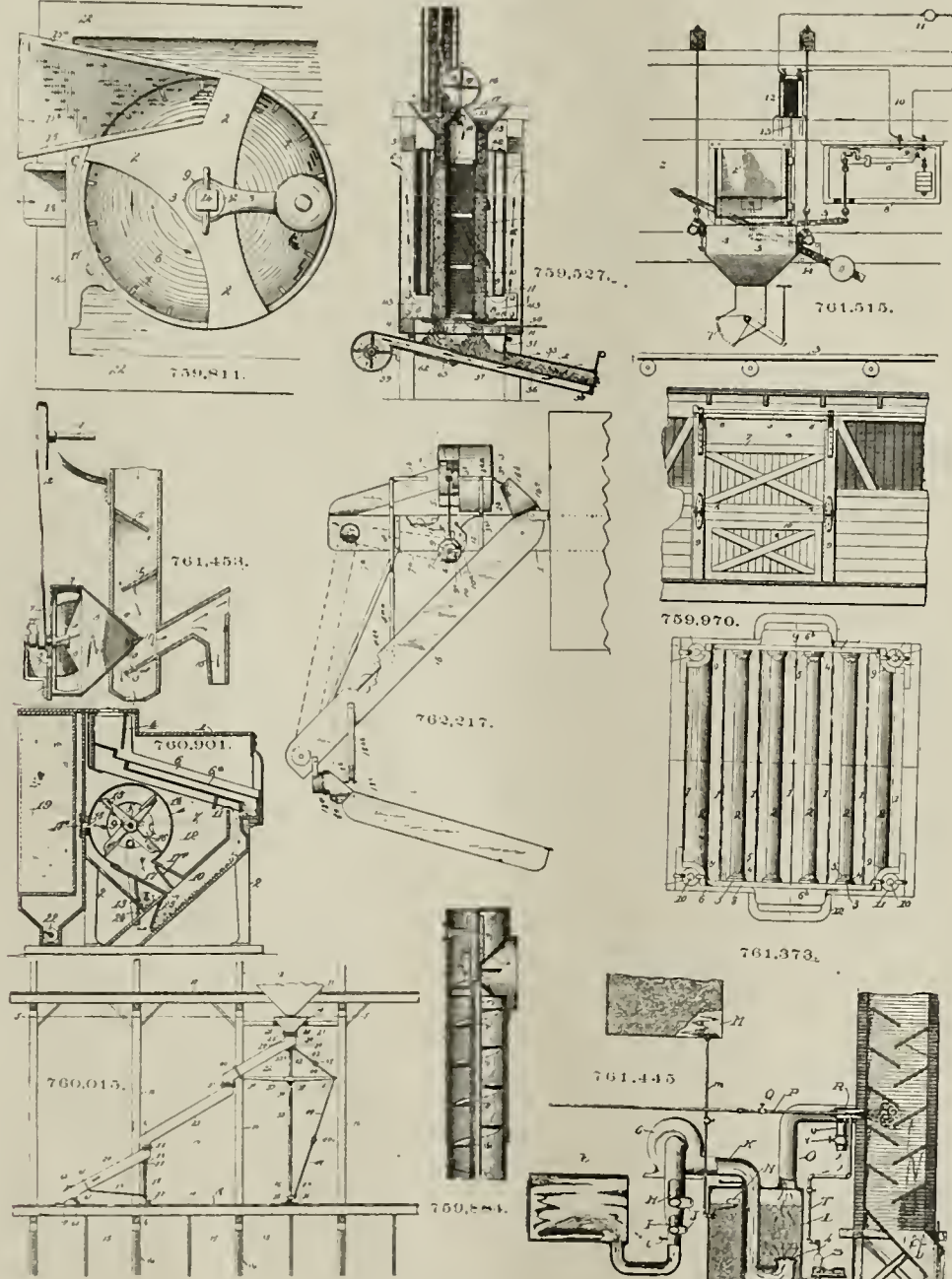
on the grain, besides 1,600 bushels of wheat belonging to Henry Meigs, which was insured for \$1,600.

The Imperial Elevator Co.'s 40,000-bushel elevator at York, N. D., burned on the night of May 21. This is the second elevator that company has lost at York within two years. The loss is \$6,000, covered by insurance. The elevator will be rebuilt.

LATE PATENTS

Issued on May 10, 1904

Grain Drier and Cooler.—John W. Irwin, Emerson, Canada. Filed Nov. 1, 1902. No. 759,527. See cut.



Seed Corn Sorter.—Levi P. Graham, Decatur, Ill. Filed Nov. 19, 1903. No. 759,811. See cut.

Issued on May 17, 1904.

Conveyor.—Stacy B. Hart, Peoria, Ill., assignor to the Hart Grain Weigher Co., Peoria, Ill. Filed May 2, 1903. No. 759,884. See cut.

Car Door.—Frederick A. Delano, Chicago, Ill., assignor of two-thirds to Frank H. Clark and Robert D. Smith, Chicago, Ill. Filed Jan. 2, 1902. No. 759,970. See cut.

Storehouse Conveyor for Grain.—Francis E. Parker, Knasas City, Mo., assignor of one-half to James C. Murphy, Kansas City, Mo. Filed Nov. 27, 1903. No. 760,015. See cut.

Grain Doors for Railway Cars.—David B. Arnold, Terre Haute, Ind., assignor of one-half to Edwin Ellis, Terre Haute, Ind. Filed Feb. 11, 1904. No. 760,369.

Issued on May 24, 1904.

Conveyor.—William J. Patterson, Pittsburg, Pa., assignor to Heyl & Patterson, Pittsburg, Pa. Filed Feb. 5, 1903. No. 760,479.

Bag Holder.—Albert M. Harris, South Bend, Ind. Filed Sept. 3, 1902. No. 760,690.

Automatic Tripper for Conveyor Belts.—John J. Ridgway, Rosebank, N. Y. Filed July 16, 1903. No. 760,702.

Portable Grain Dump.—Samuel Guth, Washing-

ton, Ill. Filed Jan. 4, 1904. No. 760,862.

Grain Separator.—John E. Mitchell, St. Louis, Mo. Filed Sept. 16, 1903. No. 760,901. See cut.

Issued on May 31, 1904.

Seed Corn Sorter.—Levi P. Graham, Decatur, Ill. Filed Nov. 16, 1903. No. 761,373. See cut.

Process of Treating Grain.—Harry J. Caldwell and James R. Barr, Earl Park, Ind. Filed Jan. 24, 1904. No. 761,445. See cut.

Grain Cleaning Attachment for Elevators.—Arthur L. Dean, Brown Valley, Minn. Filed March 23, 1903. No. 761,453. See cut.

Weighing Hopper.—Edward W. Lindquist, Chicago, Ill., assignor to Ralph Baggaley, Pittsburg, Pa. Original application filed March 24, 1903. Divided and this application filed June 22, 1903. No. 761,515. See cut.

Issued on June 7, 1904.

Conveyor Chute.—George F. Conner, Port Huron, Mich. Filed March 20, 1903. No. 761,761.

Grain Measurer.—Josiah M. Welbourn, Edison, Ohio, assignor of one-half to Mark Cook and M. B. Lefever, Mount Gilead, Ohio. Filed Jan. 20, 1904. No. 762,217. See cut.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month]

- C. E. Duncan, Milwaukee, Wis.
- Charles J. Larson of Larson Bros., Kiron, Ia.
- Fred Fear, of Fred Fear & Co., New York City.
- John C. Keller, representing C. A. King & Co., Toledo, O.
- G. M. Robinson, president Charter Gas Engine Co., Sterling, Ill.
- A. H. Smith, Jackson, Mich., representing Huntley Mfg. Co., Silver Creek, N. Y.
- G. C. Julius Spoerri, secretary Wisconsin Grain Dealers' Association, Milwaukee, Wis.
- Charles H. Mohr, Oshkosh, Wis., representing Willford Mfg. Co., Minneapolis, Minn.
- C. A. McCotter, secretary Grain Dealers' National Mutual Fire Ins. Co., Indianapolis, Ind.

THE VALUE OF A DISINTERESTED WEIGHING DEPARTMENT TO THE GRAIN TRADE.

[From a paper by J. W. Radford, chief grain inspector of Kansas, read at the annual meeting of the Kansas Grain Dealers' Association at Kansas City, Mo., on June 7, 1903.]

The first question to be answered, as I see it, is Why was the demand ever made for an official weigher?

Now, the reasons are numerous, but the ones that have the best standing and have attracted attention from the people interested in the grain business, as I view it, are (1) to remove the weighing from the party directly interested, either as a buyer, seller or common carrier, where final settlement can be made at the hands of the department that is independent of either of these interests; and (2) to place it in the hands of a board that will carefully weigh the contents and carefully inspect the condition of the cars at the time of weighing, whether it be loading or unloading, will be a great assistance to the shipper, receiver and common carrier, alike, in running down cases of shortage and placing the blame where it belongs when possible. I say "when possible," for it is not always possible in all cases to locate the blame.

If the position is taken that an official, disinterested weighing department is not needed, then why not let the shipper's weights be official and all settle by that? or the railroad's weights be official and settle by that? or the receiver's likewise? I am thoroughly convinced that in most cases the snipper, the railroad and the receiver are anxious to settle by the correct weights and want nothing more than justice done in each case. I am sure you will agree with me that there is always a feeling of satisfaction if all parties know the work is being done by competent, honest and disinterested men, on scales or devices that are known to be absolutely correct. With all of the facilities at hand in the hands of honest operators, absolute correctness should be the result. A perfect scale can be obtained and an honest operator may be. Having the former, the latter can be forced.

I believe you will agree with me that where a market (whether it be of a single elevator or a general market with many) has fallen in disrepute, it tends to increase rather than decrease the claims for irregularities, such as shortages and neglect of duty; for the reason that in case the man is not certain, or has made a mistake in weighing his stuff, sending it to a market where weights have been questioned, it will tend to increase his suspicions; while on the other hand, if the reputation of the market was good for correct and honest weights, it would tend to allay rather than increase the question of complaints; and as I have said, sometimes these are fancied rather than real grievances.

The question of coopeage of cars has cut such a figure in the results of weights that it is now carefully looked after by my department and the results I consider astounding. In the last ten months this department has handled at Kansas City 20,785 cars; and out of that number, we have detected, recorded and reported 6,375 cars, or over 30 per cent, that bear evidence of seals being broken, doors open, or being in a leaky condition. In some cases this has resulted in a great deal of loss, and in many cases, possibly, in no practical loss. Now you add to that the cars that would possibly escape our notice and those that are recovered on arrival at yards before my men can find them, and it is really alarming. No wonder that complaints of shortages are lodged with the receiver. Our careful surveillance of these cars tends to make all parties concerned careful. The management of the railroad company don't want their cars in a leaking condition or anything neglected, but as they are compelled to rely on hired employes who at all times do not have the interest of the road at heart and they are necessarily the victims of careless handling without their knowledge. However, our record of the condition of the cars has tended to improve this condition with the railroads.

It is a fact that shortages are known to exist by far too much to be excusable; and whatever the cause, the shipper is generally the one to suffer, and he is the one who should know where the blame lies. As I have said before, all this tends to hurt any market that permits it and for that reason the shipper and receiver should be anxious to locate the blame.

Much has been done along this line [by this department]; and I confidently assert that the state officers, with the proper facilities for weighing, will still further reduce the fault until each has reached a minimum.

My men are not permitted to be interested in the grain business in any way, not even to the extent of working for the elevator. They are entirely independent of the elevators, as they receive a stated salary from the state and are not working for fees. I don't hesitate to condemn the system

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

BAGS FOR SALE.

10,000 second-hand, 2-bushel grain bags, 10,000 140-pound export flour bags, 5,000 5-bushel oat bags. Cheap.

WILLIAM ROSS & CO., 57 So. Water St., Chicago, Ill.

FOR SALE ON EASY TERMS.

Three and three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lauder, Manitoba, west to Regina, Assiniboia. This line will run either through or alongside of most of our land. Address

W. R. MUMFORD COMPANY, Room 430 Rialto Bldg., Chicago.

FOR SALE.

A modern mill, located on the main line of the Santa Fe Railway in one of the best wheat sections of Oklahoma. Prospects for wheat are good. Capacity of mill, 125 barrels flour and 100 barrels meal. Building in first-class condition; built four years ago, and large enough to increase capacity to 350 barrels. This is a bargain. For full particulars write

E. A. STINSON, Guthrie, Okla.

MACHINERY

FOR SALE.

For sale cheap, 1 25-horsepower steam engine, 1 25-horsepower boiler, 1 corn sheller, with attachment. Address

STUHR & REESY, Minden, Iowa.

FOR SALE CHEAP.

Fairbanks-Morse 54-horsepower gasoline engine for sale; run two years; will sell cheap. Address P. P. WILLIAMS GRAIN CO., 408 Chamber of Commerce, St. Louis, Mo.

BARGAINS.

Gasoline engines for sale: One 20-horsepower Fairbanks-Morse; one 7-horsepower Charter. Both in good order. Address

THE ANCHOR GRAIN CO., 324 Flour Exchange, Minneapolis, Minn.

FOR SALE CHEAP.

Two No. 4 Barnard & Leas Wheat Separators and Oat and Weed Extractors, 1 No. 7 Bowsher Grinder, with sacker; 1 Howe Railroad Track Scale. Address

H. F. CASKEY, La Salle, Ill.

FOR SALE.

One 14-horsepower New Era Gasoline Engine, \$275.

One 18-horsepower double cylinder gasoline engine, \$200.

One 6-horsepower Capitol Gasoline Engine (new), \$240.

One 20-horsepower Ajax Steam Engine (new), \$100.

One 2-horsepower Capitol Gasoline Engine, \$95. C. H. A. DISSINGER & BRO., Wrightsville, Pa.

SCALES

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

ELEVATORS

KANSAS ELEVATORS.

Elevators for sale in Kansas. Address E. J. SMILEY, 37 Crawford Bldg., Topeka, Kan.

FOR SALE.

One new 20,000-bushel elevator in Southern Minnesota and three 15,000-bushel elevators in Iowa. For particulars address

LOCK BOX 314, Luverne, Minn.

FOR SALE OR RENT.

New 10,000-bushel capacity elevator. Coal, ice, stone, machinery and lumber. No competition. Good business doing now. Address

BOX 87, Sycamore, Ill.

ELEVATORS FOR SALE.

Two elevators located on Santa Fe, west of Wichita, in one of the best wheat sections in Kansas. Growing wheat is immense. Address

P. O. BOX 762, Wichita, Kan.

ELEVATOR FOR SALE.

In Mad River Valley, on Big Four R. R., 10 miles from Springfield, Ohio. In first-class grain section and fully equipped for shelling corn and handling all kinds of grain. Address

W. B., 254 Clifton St., Springfield, Ohio.

FOR SALE.

Elevator with corn and feed mill in connection. Enjoys a splendid feed trade. Best shipping facilities. The only elevator in a city of 25,000. A 30-horsepower gas engine produces power at a cost of 10 cents per hour. Everything is in first-class condition. Price, \$5,000. Address

F. S. BUTLER, Richmond, Ind.

GRAIN, COAL, LUMBER, ETC.

If you are looking for a good grain, coal or lumber business, write C. A. Burks, elevator broker, Decatur, Ill., for list No. 14, containing description of 63 elevators for sale, also 45 farms, business blocks and residences in exchange for mills and elevators, it being the largest list of elevator properties ever published. No one looking for elevator property in the grain belt of the United States should be without this list. It gives you a complete description of these properties written by an experienced grain man, and written in a manner that will give anyone familiar with the grain trade a correct idea of what each party has for sale. Write to-day; free for the asking. Don't forget the address.

C. A. BURKS, Elevator Broker, 212 Merchants Exchange, Decatur, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

NOTICE.

Gould & Bruce and Moberly & Co. are the only grain dealers at Windsor, Ill.

LAND FOR ELEVATOR.

Wanted to exchange, our equity in a 400-acre farm in Lincoln Co., S. D., within 2 miles of the city of Sioux Falls, for a good elevator; will have to be a good one, as the land is choice. Address

LOCK BOX 117, Armstrong, Iowa.

GRAIN WANTED

GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

TO HAY SHIPPERS.

We would cheerfully correspond with all western shippers of hay. Address

DILLENBECK & MINER, No. 11 New York Hay Exchange, N. Y.

MAKE YOUR WANT KNOWN.

There are few mind readers and when you want to convey an idea to a grain shipper or receiver it's best to either put it in type or shout it at him. The "American Elevator and Grain Trade" reaches a large class of readers who will read your wishes if you have them put in type in these columns.

SITUATIONS WANTED

WANTED.

Position as manager of elevator, by a young man with 6 years' experience. Thoroughly understands grain business and care of machinery. Best of reference furnished. Address

H. E. GARRISON, Converse, Ind.

MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

Burlap Bags!! Grain Bags!!

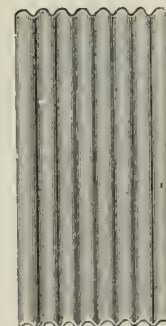
ALL SIZES MADE TO ORDER

W. J. JOHNSTON, 182 Jackson St., Chicago.

ROOFING AND SIDING.

SYKES STEEL ROOFING CO.

611 So. Morgan Street, Chicago



MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

Colorado—

That's the title of a handsome new book of seventy-two pages, beautifully printed, bound and illustrated; fifty-six pictures of Colorado's matchless mountains, canons, streams, lakes and forests.

The book is written in a most delightful vein and gives pleasing glimpses of a mountain world whose colossal beauty never wears or changes or grows old. A splendid map of Colorado is appended.

It is not a guide book, but contains a few paragraphs about the best way to reach Colorado from everywhere east and southeast via Chicago or St. Louis (Louisiana Purchase Exposition) and the Burlington Route, with its splendidly equipped one-night-one-the-road fast express trains.

Mailed anywhere upon receipt of ten cents in stamps or coin.



P. S. EUSTIS,
Passenger Traffic Manager,
P3 CHICAGO.

GRAIN RECEIVERS

TOLEDO

ESTABLISHED 1846

C. A. KING & CO.

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS
OF TOLEDO, OHIO

SPECIAL MARKET AND CROP REPORTS FREE
BE FRIENDLY WRITE OCCASIONALLY

RAYMOND P. LIPE

BUYER OF

HAY, GRAIN and MILL FEEDS

HAY A SPECIALTY

We can use hay in any sort of car that comes to Toledo. Can also use mixed cars of hay and straw. Write for prices.

The Spitzer Building, TOLEDO, OHIO

REYNOLDS BROS.

TOLEDO, O.

Buy and Sell Grain

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM F. W. JAEGER F. MAYER

ESTABLISHED 1879

J. F. ZAHM & CO.

GRAIN and SEEDS

TOLEDO, OHIO

Handling consignments and filling orders for futures

OUR SPECIALTY

SEND FOR OUR DAILY CIRCULAR; IT'S FREE

DETROIT

A. S. DUMONT R. C. ROBERTS A. E. O'DONNELL

Dumont, Roberts & Co.

RECEIVERS GRAIN SHIPPERS

Chamber of Commerce Merchants Exchange
DETROIT, MICH. DECATUR, ILL.
Consignments Solicited. Ask for our Bids and Quotations

LANCASTER

JONAS F. EBY & SON

207 WOOLWORTH BUILDING

LANCASTER, PA.

WHOLESALE

Grain, Feed, Hay and Straw

MINNEAPOLIS



F. H. PEAVEY & CO.

MINNEAPOLIS, MINN.

GRAIN RECEIVERS

Consignments Solicited.

MILLING WHEAT A SPECIALTY

J. R. MARFIELD, Pres. WM. GRIFFITHS, Vice-Pres. and Mgr.
C. D. TEARSE, Sec'y and Treas.

MARFIELD-GRIFFITHS CO.

GRAIN COMMISSION

OFFICES: Consignments and Orders for
CHICAGO MILWAUKEE Future Delivery Solicited.
MINNEAPOLIS DULUTH
PRIVATE WIRES—CHICAGO AND NEW YORK

511-514 New Chamber of Commerce, Minneapolis, Minn.

BATTLE CREEK

McLane, Swift & Co.,

Buyers
of

GRAIN

Battle Creek,
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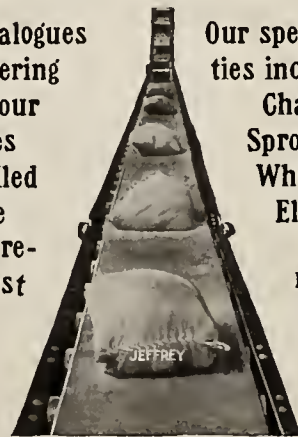
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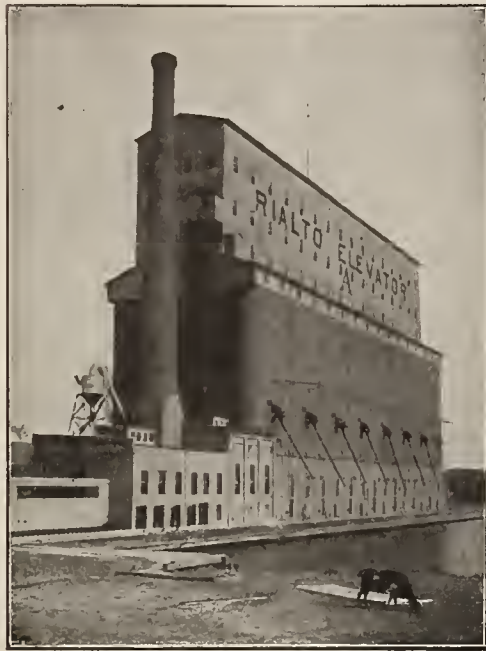
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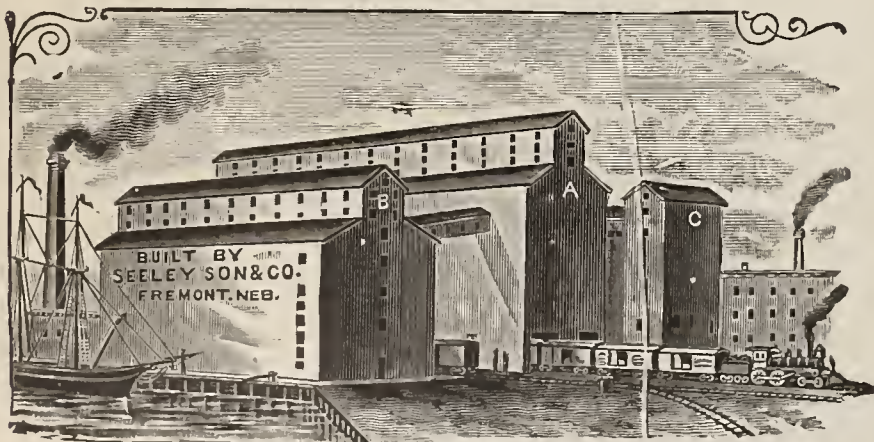
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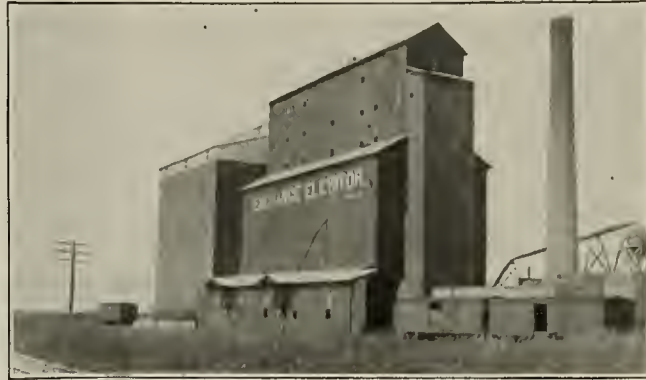
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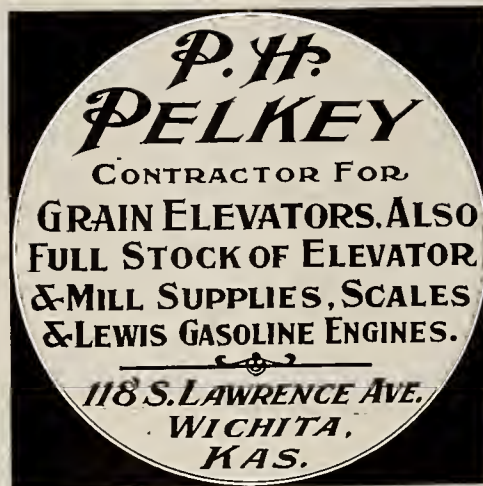
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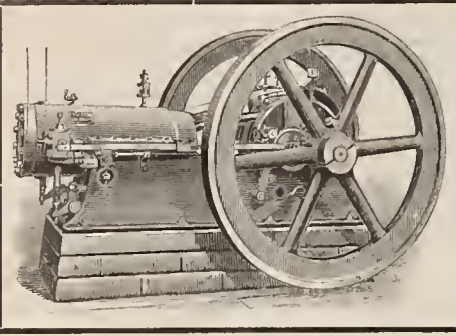
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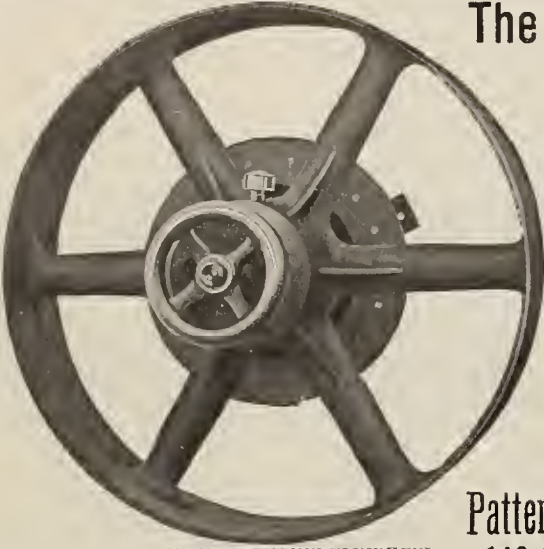
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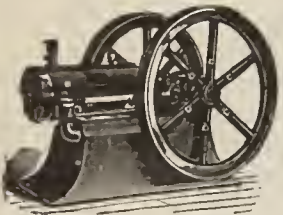
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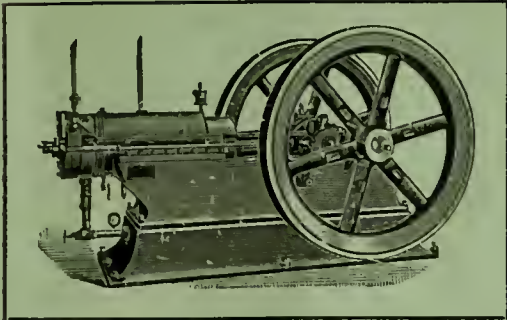
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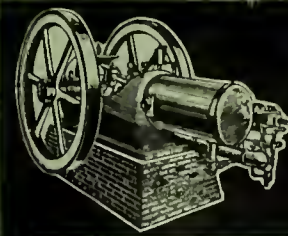


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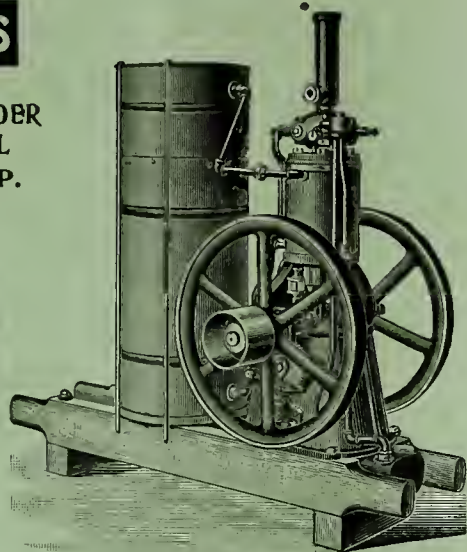
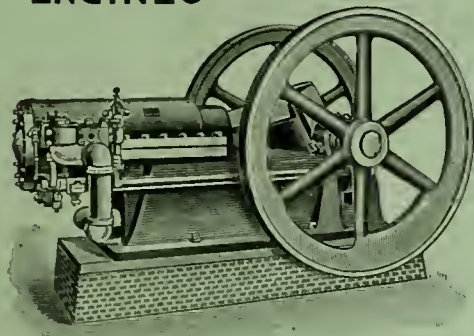
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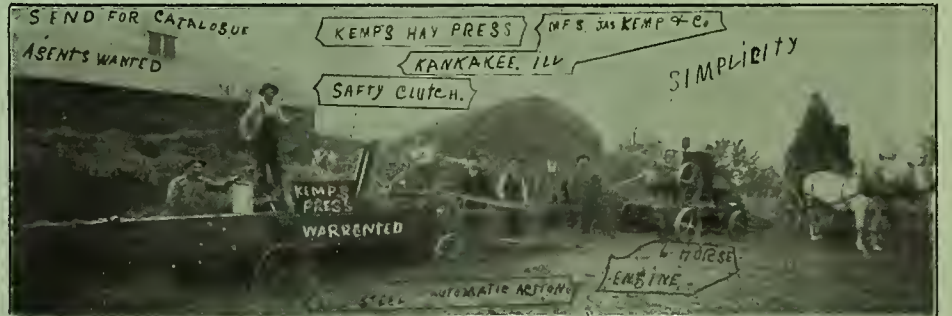


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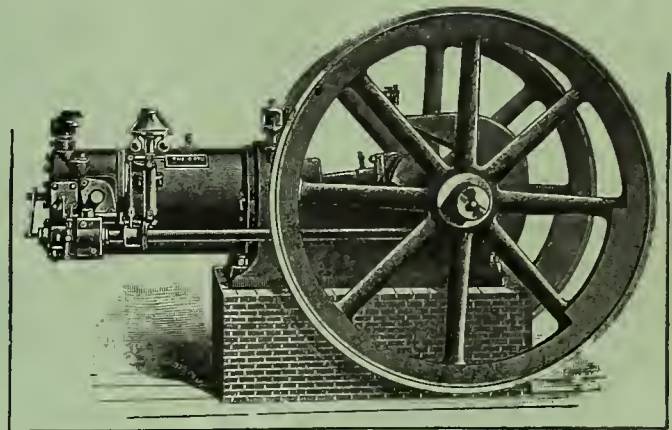
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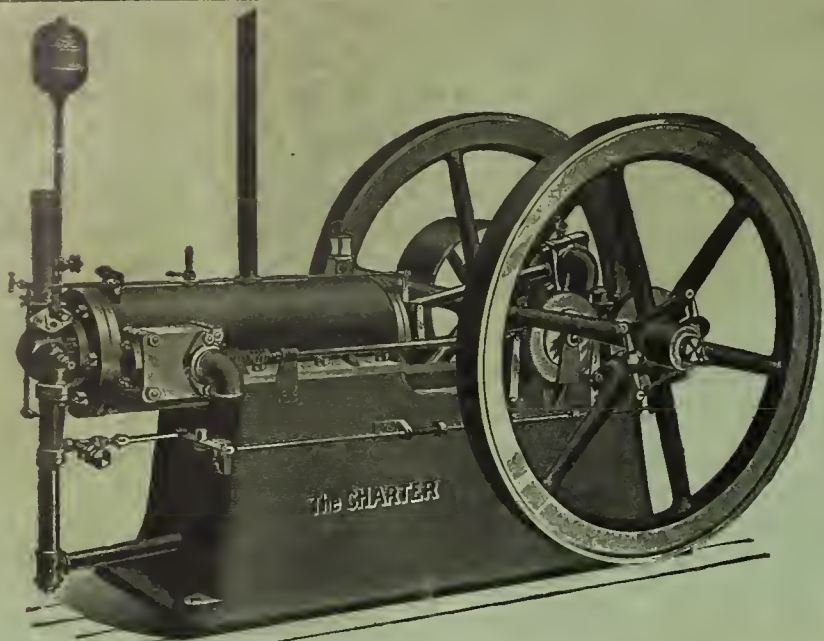
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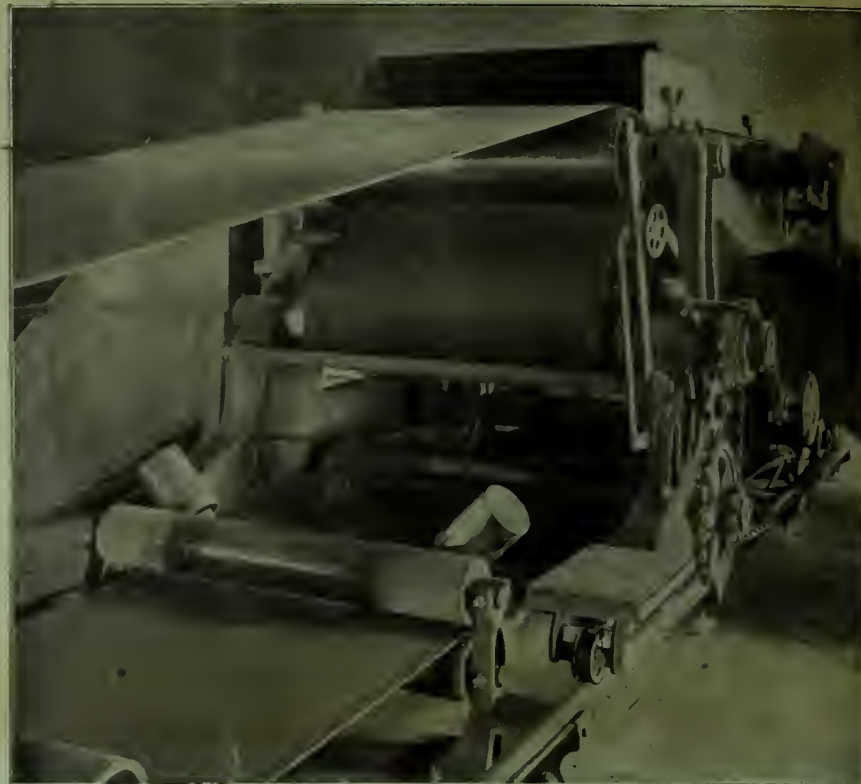


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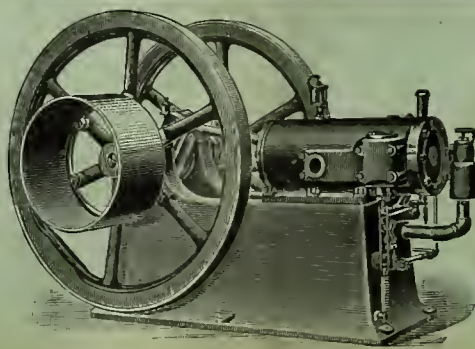
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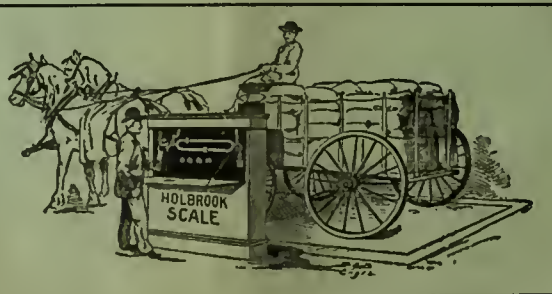
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